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VOL. XXX, NO. 1. — OCTOBER 10 1904.

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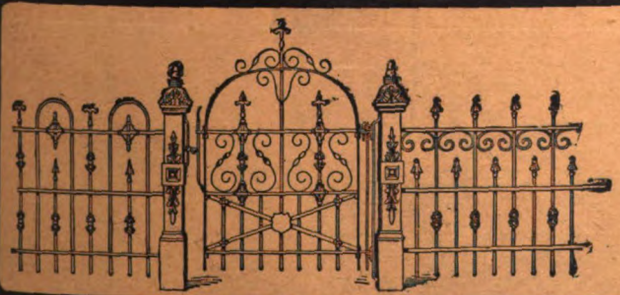
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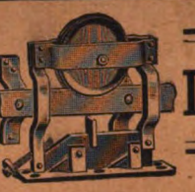
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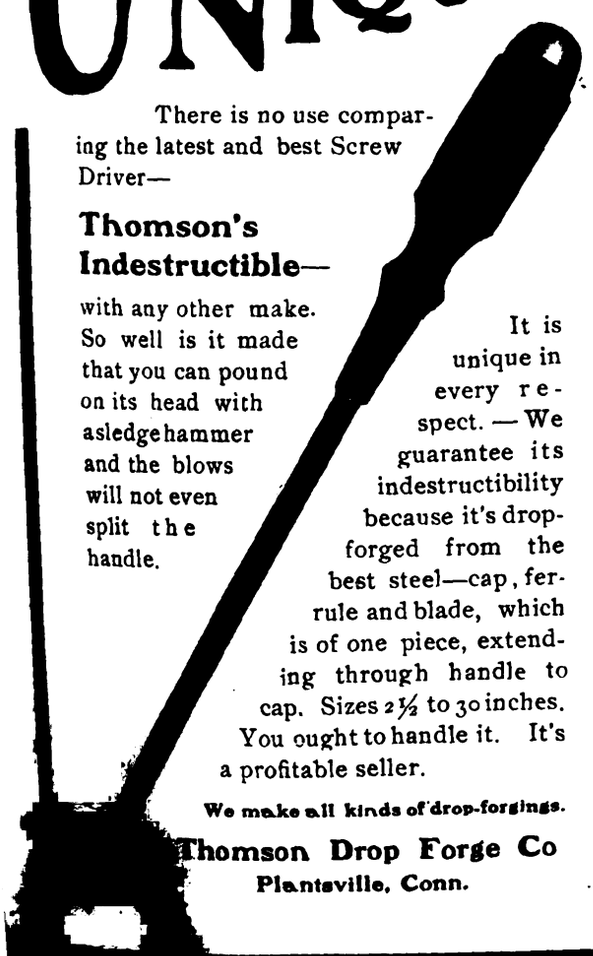


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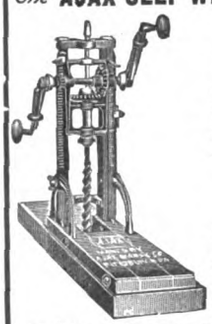
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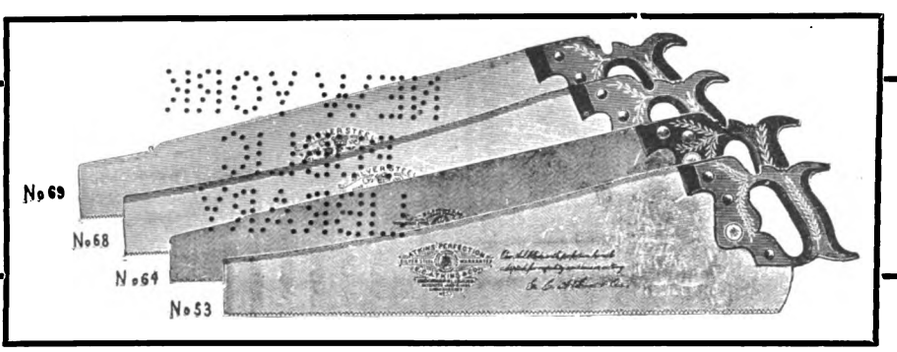
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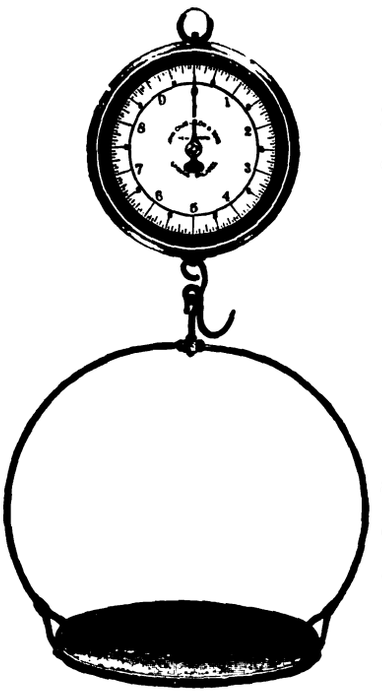
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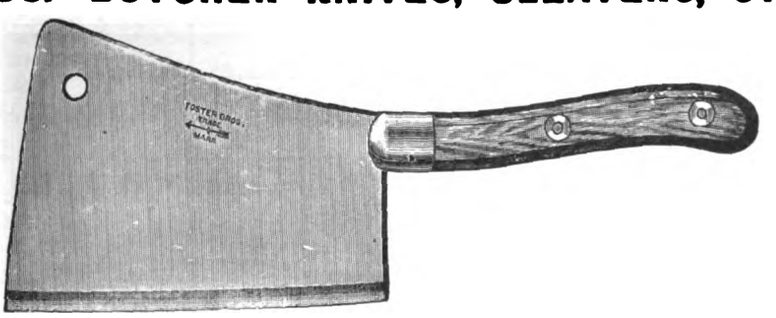


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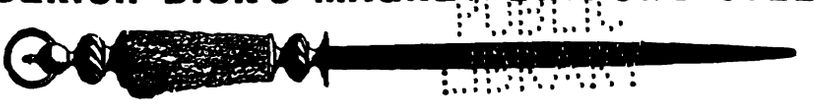
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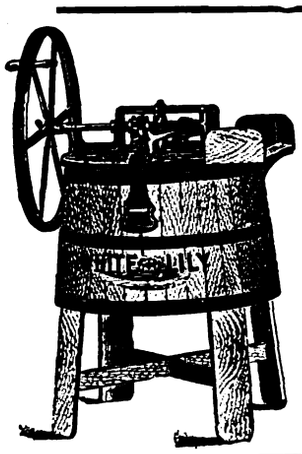
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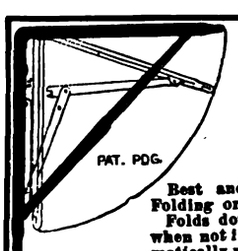
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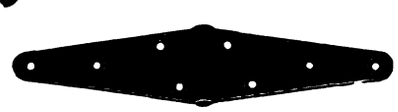
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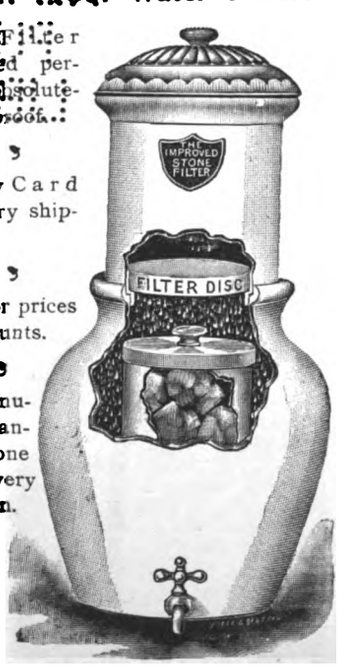
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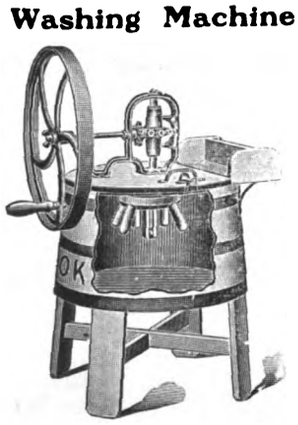
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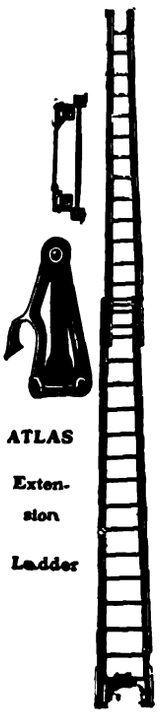
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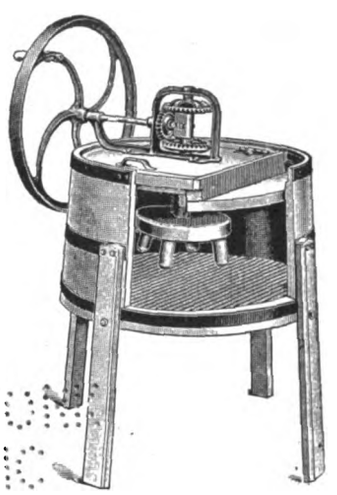
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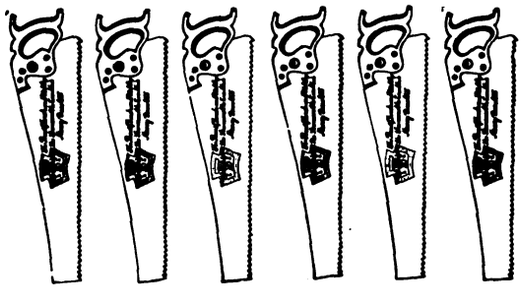
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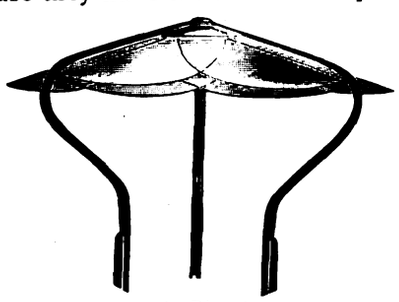


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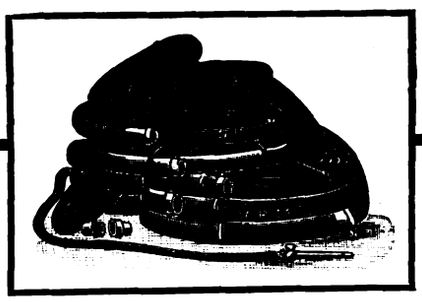


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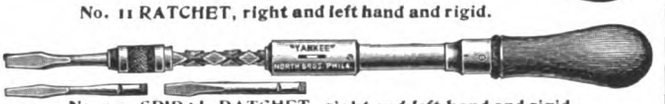
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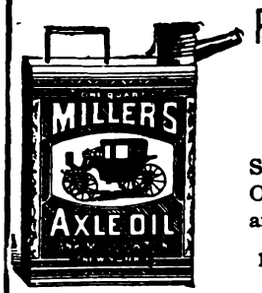
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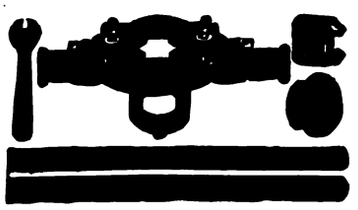


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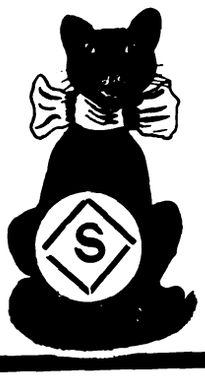
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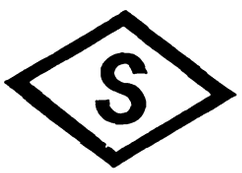
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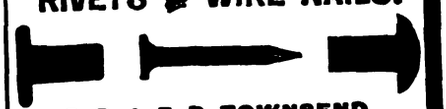
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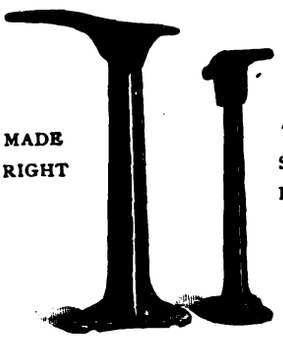
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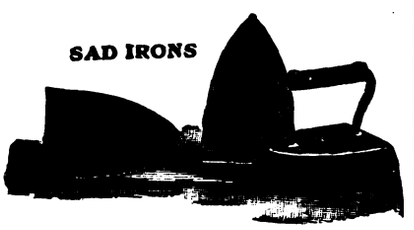
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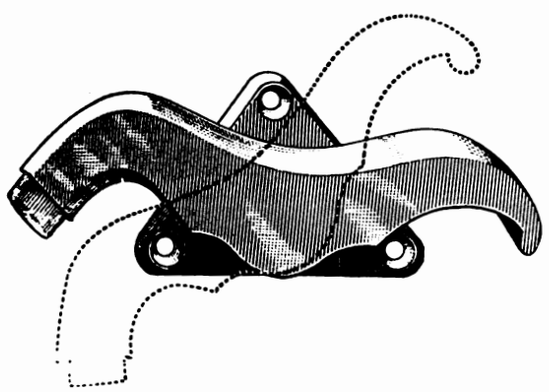
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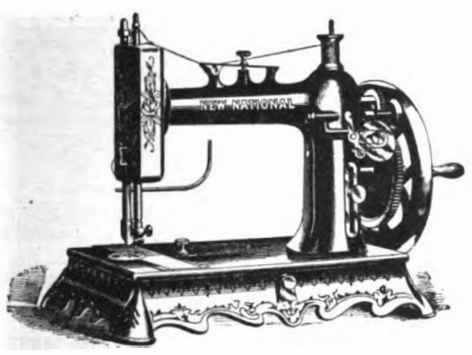
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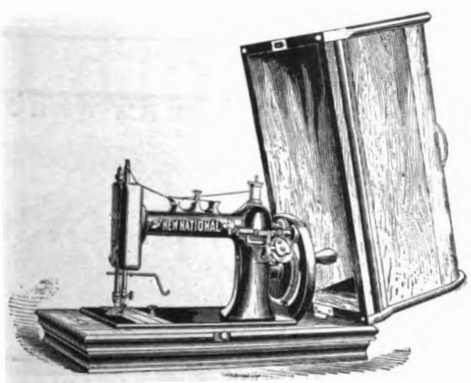
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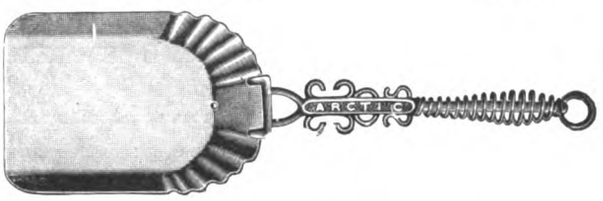
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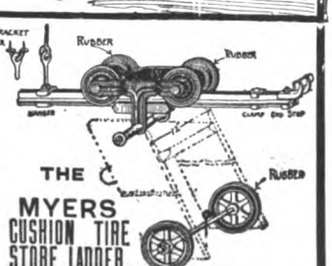
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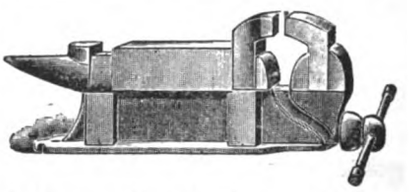


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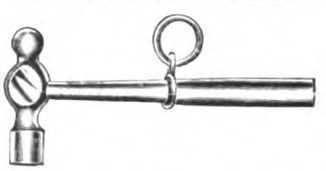
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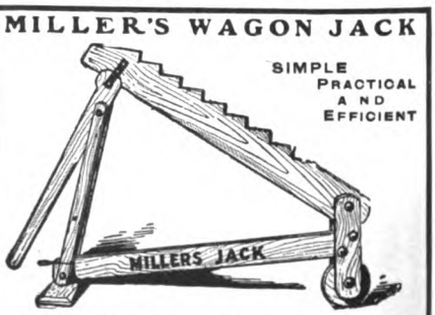


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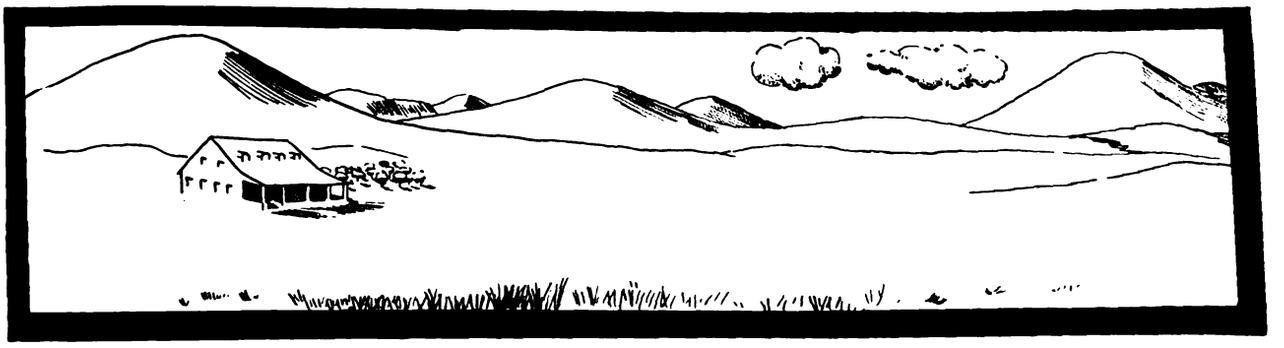
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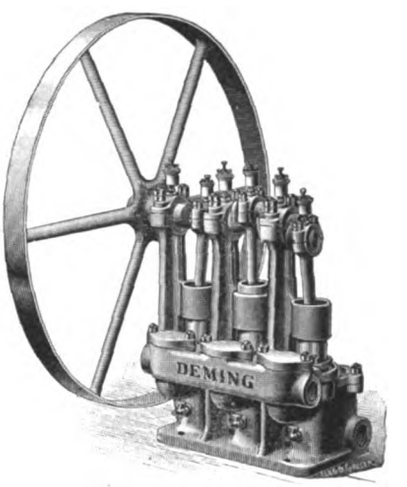
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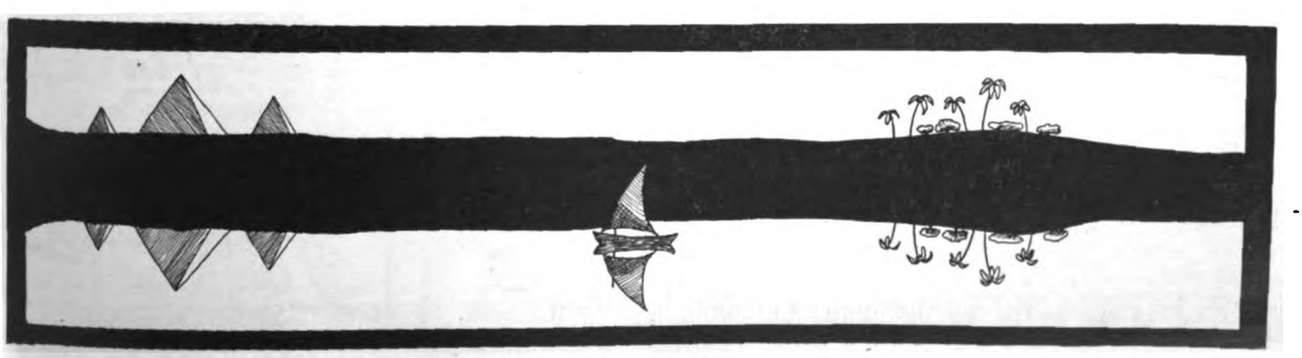
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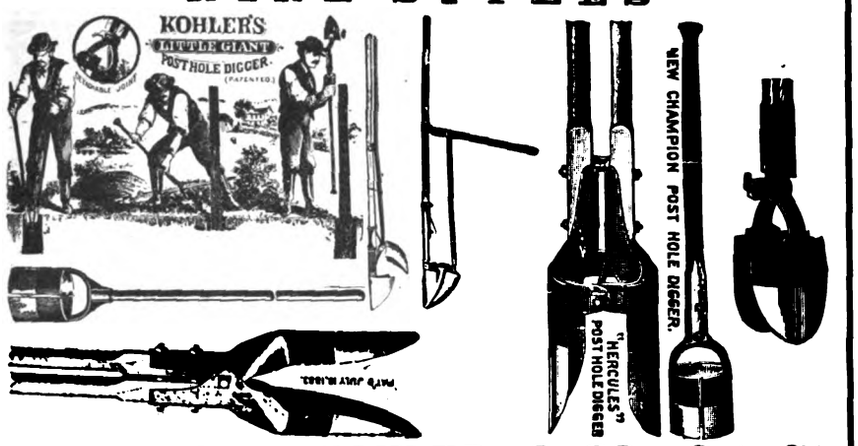
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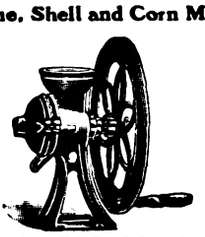


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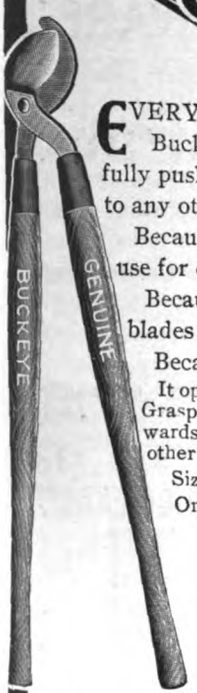
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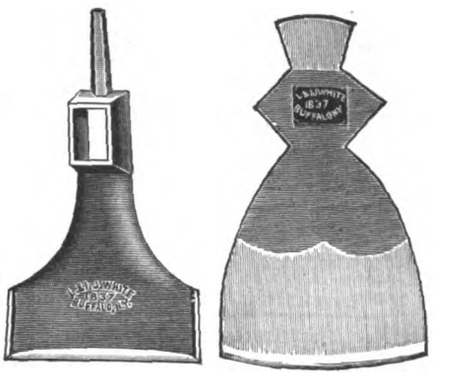
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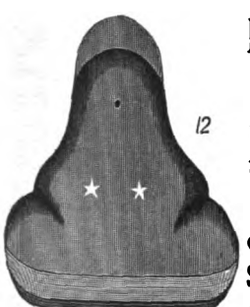
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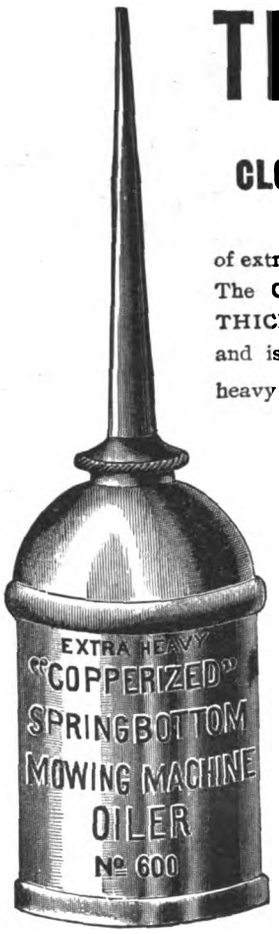
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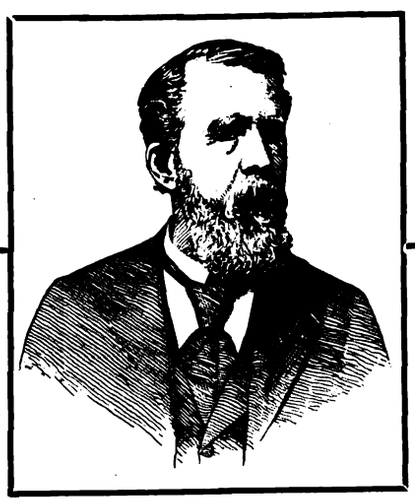
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HARDWARE

THE NEW YORK PUBLIC LIBRARY
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ASTOR, LENOX AND TILDEN FOUNDATIONS
1905

Ten per cent. of the fuel of the Paris, Lyons and Mediterranean Railway consists of coal briquettes made from the slack and dust of that company's mines. The engineers find that they can raise steam more quickly with briquettes than without them.

The Van Wagoner Co., Cleveland, Ohio, has moved its New York office, in charge of A. A. Fonda, to Room 503, 105-107 Chambers Street. At this eastern headquarters it will carry a full stock of Van Wagoner Ball Bearing Spring Hinges, Top of Door Spring Hinges, Screen Door Spring Hinges and other goods of its manufacture.

The Western Brass Manufacturing Works, Chicago, announce that they have moved into their new factory, 47-51 North Elizabeth Street, near Lake, and that they are now in a position to fill all orders promptly for Hardware or any special metal work. The new factory is equipped with all modern machinery and the firm has on hand a very large variety of patterns for all kinds of special work.

The wire nail exports amounted to 1,811 tons in August. Europe and Australia were the largest buyers. Five hundred and eighty-eight tons went to the first-named part of the world, 474 tons of which was forwarded to ports in the United Kingdom, Liverpool, Manchester and Belfast having been sent single lots of 108 tons, 135 tons and 119 tons, respectively, while London, Bristol, Hull and Glasgow took the balance in about equal proportions. Aarhuss, Copenhagen, Constantinople, Beyrout and Bremen were sent 114 tons in all. Three hundred and fifty-three tons went to Australia in five lots. To China and Japan, 307 tons were forwarded in four lots. Two hundred and nine tons went to South America, Chili taking 103 tons, while 106 tons were sent to the Argentine Republic. One hundred and forty-two tons went to Mexico. Shipments were also made to South Africa, Tripoli, Trebizund and Messina.

MORRIS HARDWARE MF'G. CO.

A novel manufacturing company was formed in Marion, Ind., recently. It is to be known as the Morris Hardware Mfg. Co. It is capitalized at $20,000. All the stock has been subscribed and paid in by forty commercial travelers. C. F. Morris, formerly a traveling salesman, now proprietor of the Morris Hotel, in this city, promoted the company. A meeting was held in the hotel to-day and officers were elected. Hardware specialties are to be manufactured and the forty traveling salesmen, who represent as many different lines of goods, will handle the product of the new company and will introduce it in every State in the Union. A factory site has been procured in Marion and it is the intention of the company to have its goods on the market by December 1. C. F. Morris, the promoter of the company, has patents on building Hardware. The officers and directors were elected at the meeting. The officers are: President, C. F. Morris, Marion, Ind.; vice-president, W. T. Coulter, Columbus, Ohio; secretary, B. F. Reynolds, Saginaw, Mich.; treasurer, C. L. W. Krouse, Indianapolis. The above officers will be directors in addition to J. N. Phenis, Richmond, Ind., and J. E. Mirrill, of Muncie, Ind.

APPLICANT FOR POSITION.

United States Minister Barrett writes in a recent report:

"No man seeking a position as clerk, stenographer, typewriter, engineer, foreman, or any similar position which the average American will be willing to fill, should come to the Isthmus unless he has made some previous arrangement for employment, or has sufficient funds to pay his expenses in Panama and his passage back to the United States if he finds no opening. More men of these classes are now coming to Panama and Colon than there are positions to be filled. The cost of living is very high, prices having increased nearly 300 per cent in the last six months, and there is a great shortage of cheap and good lodging and board accommodations.

"While Panama, Colon and towns in the Zone and in the interior of Panama proper are sure to experience a considerable measure of material and industrial progress through the digging of the canal, there are not at present many opportunities for the establishment of new mercantile business and professional pursuits, and there should not be an inrush of merchants and business and professional men in the expectation of finding ready openings. It would be best for men desirous of locating here in business enterprises to come first and look over the field before finally closing up their offices in the United States."

THE ANNUAL REVIEW OF THE FOREIGN AND INTERNAL COMMERCE.

The Annual Review of the Foreign and Internal Commerce of the United States for the fiscal year ending June 30, 1904, which appears in the July Summary of Commerce and Finance, has just been issued by the Department of Commerce and Labor, Bureau of Statistics. It contains many statements regarding the commerce, finances, production, transportation, etc., of the United States for which frequent inquiries are now being made. Great care has been exercised to bring them down to the latest possible date, with the purpose of supplying the latest and most complete information possible to those desiring the same. Attention is especially called to the tables "Progress of the United States in Its Material Industries," beginning on page 172, to which the figures of the fiscal year 1904 have been added wherever possible, thus supplying the very latest available data in regard to the commerce, production, transportation, finance, currency, population, etc., of the country; while the tables beginning on page 155, showing the commerce, revenue, expenditures, currency, etc., of the principal countries of the world have also been brought down to the latest available date. The tables beginning on page 64 show the imports and exports by articles during the fiscal year 1904 compared with 1902 and 1903, and on pages 48, 50 and 52 are shown the totals of the trade of the United States, with each of the principal countries of the world, in each year from 1894 to 1904. The series of tables on pages 32 to 35 shows the growth in exportation of manufactures, and tables on pages 37 to 39 show the growth in commerce with the non-contiguous territory of the United States. A table on page 49 shows the figures of commerce between the United States and Canada for a long term of years.

EARLY USE OF GUNPOWDER.

General Joseph Wheeler, U.S.A., in a lecture a short time ago, remarked that in many localities in China and India the soil is impregnated with nitre, and the probable discovery of gunpowder there, many centuries before the Christian era, may be explained in this way. All cooking at that time was by wood fires, and the people lived in tents and huts with earth for their floors. Countless fires made of wood upon ground strongly impregnated with nitre must have existed every day, and when such fires were extinguished a portion of the wood must have been converted into charcoal, some of which would, of necessity, become mixed with the nitre in the soil. By this means two of the most active ingredients of powder were brought together, and it is very natural that when another fire was kindled on the same spot a flash might follow. This would lead to investigation, and then the manufacture of gunpowder was conceived. Whether this be true or not, there is abundant evidence that the origin of gunpowder and artillery goes far back in the dim ages of the past. The Hindoo code, compiled long before the Christian era, prohibited the making of war with cannon and guns or any kind of firearms. Quintus Curtius informs us that Alexander the Great met with fire weapons in Asia, and Philostratus says that Alexander's conquests were arrested by the use of gunpowder. It is also written that those wise men who lived in the cities of the Ganges "overthrew their enemies with tempests and thunderbolts shot from the walls." Julius Africanus mentions shooting powder in the year 275. It was used in the siege of Constantinople in 668; by the Arabs in 690; at Thessalonica in 904; at the siege of Belgrade, 1073; by the Greeks in naval battles in 1098; by the Arabs against the Iberians in 1147, and at Toulouse in 1218. It appears to have been generally known throughout civilized Europe as early as 1300, and soon thereafter it made its way into England, where it was manufactured during the reign of Elizabeth, and we learn that a few arms were possessed by the English in 1310, and that they were used at the battle of Crecy in 1346.

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HARDWARE

VOL. XXIX. OCTOBER 10, 1904. NO. 1

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Editorial Trade Review.

Business is improving as the weather grows colder, and the prospect now is that a moderately active October will be followed by a busy November, with the balance of the Winter yet to be heard from. A fine holiday trade is expected for which unusually good preparations are being made to produce the best results.

The trade in Nails and Wire Products since the last prices were announced has been unusually brisk and far in advance of the customary trade at this season of the year. As the orders are rush orders to complete assortments, it signifies either that the dealer has been lingering too long before ordering or that his stock is pretty well exhausted. Present quotations are low enough by comparison, so they might as well be ordered as he has given up anticipating lower quotations this Fall.

The Country, taking into consideration the fact of a presidential election being near at hand, is in a promising condition, and when the agitation and excitement attending it has quieted down, it will be found in a thoroughly satisfactory condition all over, with the Holiday trade ahead of us, purchases for which will take a good assortment of goods, having had the experience of last Holiday season to assist in the selection, when the assortment of fine goods gave evidence, as it never had before, of the growing tastes of the consumer and his willingness to spend money on sales that left little to be desired.

About as many advances as declines on Hardware are taking place, so that one offsets the other, making it difficult to calculate just where "to stand pat" or to stock up. Coffee Mills, sold for a long time at unremunerative prices, are now quoted at an advance of five to forty per cent. and there is no complaint of the new quotation.

A movement, showing that a large early business is being developed in shovels, but as no combination among manufacturers checks the prices, quotations are badly demoralized and the dealers are kept guessing.

The coming season will see an advance on the leading steel goods, hay and manure forks particularly. The leading manufacturers, being well able to control prices on the whole line, will justify any possible change. Some lines will show an advance, which at any rate give every indication of stability. There are some few reductions in price also, which the new cost of raw material will justify.

The makers of hatchets, etc., have dropped their prices at least fifteen per cent., resulting from the trade having given such large Spring orders before the advance last Spring, there stocks lasted until dull trade set in in June, and they were able to get along pretty well until September. The present low quotations will hold, so they say, only until November 15th, so it behooves the large buyers to send along their orders; it may be all the concession they will get.

There is less disposition noticeable to cut prices than usual, indicating that stocks are not extravagantly large and they cannot juggle with the surplus. The longer the retailer waits before ordering, the less he is going to bother himself about wanting prices "cut." Collections are reported improving, but they could be in much better shape than this to justify comment.

Special Brands.

There is one question which the manufacturers are going to push to the furthest extremity, and that is "Special Brands," and the settlement of this one thing will take a good deal of discussion. The jobber is strongly inclined to fight for this privilege, as the brands are controlled by his house, and when they represent the "best" the manufacturer can produce, they add very largely to the jobber's market, to the detriment of the manufacturer. This is where the shoe pinches. The manufacturers having been years in building up trade, knowing how good is everything he makes, is asked to put on the stamp of a jobber and let him have the advantage, perhaps for a single year, of the high quality of his goods, giving them character and reputation at once without effort.

The following season, for a difference of 5% or less, the manufacturer loses his chances to sell him, and he is thrown over for the goods of a company not having an established reputation, and sold as extra quality which is based on his reputable goods of the season previous. The whole business is unfair, as the manufacturer of really high grade goods loses his identity, selling as well at a lower price, and the jobber gets the reputation and profit, while the manufacturer does not secure his trade for a dead certainty.

A manufacturer knows that a large percentage of goods sold under special brands are made from "seconds", or at any rate made from the "run" of the goods at the best, and sold always as a grade better than they are and thus reduce the number of high grade goods by their disposition. The retailer is not asked to give his views, otherwise he would be heard from to this extent. The high grade goods of the manufacturer would in their case be preferred by him instead of advertising the jobber's "special brand" which he would think more highly of, did he but know the maker of them, and the fact they were in no need of the jobber's guarantee.

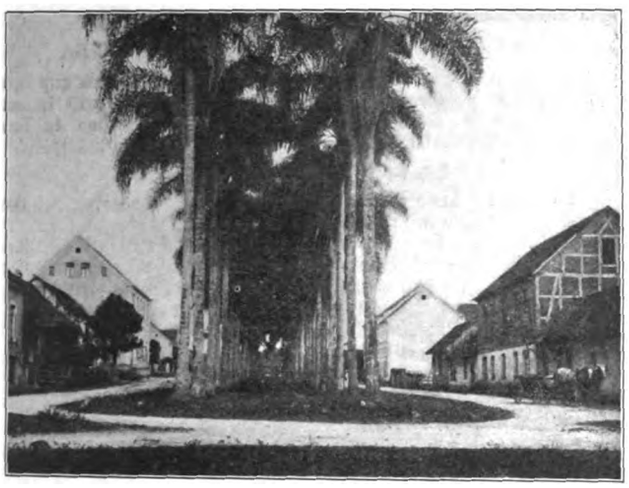
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BRAZIL.

By HENRIQUE SCHUELER.

SECOND ARTICLE.

The area of the republic of the United States of Brazil covers almost one-half of the South American continent and extends over more than 3,200,000 square miles, with a population of about 20,000,000 souls. On November 15, 1889, Brazil adopted a federal republican form of government, with a constitution closely after that of the United States. This great step from a monarchy to a republic, as well as the emancipation of the slaves, which occurred in the previous year, resulted in serious inner troubles from which the republic finally extricated herself in a most satisfactory manner. Since then, the succeeding governments of the country have been very successful in strengthening the credit and finances of the country, thus laying a strong and safe foundation for the development of commerce and industries.



STREET SCENE IN BLUMENAU STA. CATHARINA.

The government has started work on immense harbor improvements in the port of Rio de Janeiro, and is extending the railroad system, which at present has a length of about 8,000 miles; 4,000 miles are under way of construction, while nearly 6,500 miles have been surveyed. No wonder, therefore, that the great industrial States of Europe are paying more and more attention to Brazil. Especially England and Germany seem to be well aware of the fact that great opportunities are offered in Brazil, and it is to be regretted that the United States plays but the third role in this fight for commercial supremacy.

The magnitude of Brazil's commerce may be seen from the following figures:

In 1902, the latest year for which official returns are available, the value of the total imports into Brazil amounted to $96,655,780; an increase of about eight and one-half per cent over the imports of the preceding year. Estimates made for 1903 indicate an increase of about $2,000,000 over 1902. The share of the different countries participating in this trade was as follows:

United Kingdom	$26,250,808
Germany	11,474,000
United States	11,266,275
France	9,019,513
Argentina	8,893,946
Portugal	6,639,290
Uruguay	5,341,363
English possessions	5,043,449
Italy	3,661,982
Belgium	2,288,171
Austria-Hungary	1,843,469
Sweden and Norway	1,055,510
Switzerland	819,196
Holland	791,153
Other countries	2,267,655
Total	$96,655,780

The exports of Brazil, which are steadily largely increasing, amounted to the following figures:

United States	$92,786,816
Germany	31,686,821
United Kingdom	27,871,850
France	25,084,576
Argentine	4,804,693
Other countries	32,971,419
Total	$215,206,175

It will be seen from these figures that the trade balance of Brazil is a very favorable one, for the value of the exports is more than double that of the imports. The above figures also demonstrate that the United States buys almost as much from Brazil as all the other countries of the world combined, while the exports to Brazil are small when compared with those from Europe. The fault of this situation cannot be said to be on the part of Brazil, which, in every respect, is willing to meet its great northern sister republic in every possible way. It will be remembered that by special decree of April 16, 1904, the Brazilian Government allowed a reduction of twenty per cent in the import duties on American flour, condensed milk, manufactured rubber, watches, dyes and varnishes. All this, however, does not seem to be an inducement to the United States to pay more attention to the Brazilian markets. Our great country is still *terra incognita* to many American manufacturers. On the other hand, England, Germany and France have established influential banks in Brazil, and have invested large amounts of money in railroads and mines; these countries have established their own great steamship lines, which are in regular touch with the principal Brazilian ports. Things like those are, of course, in favor of European manufacturers and exporters, who are doing a growing business with Brazil. Up to the present time very little American capital is to be found in our country, and it is especially to be regretted that our shipping facilities with the United States leave so much to be desired.

Brazil is entering at present upon a great period of development. The country has enjoyed quietude and peace for years, and an intelligent and serious government is doing all in its power to develop the great natural resources of our country, in which efforts it is supported by the industrious population. I think it will be of interest to the readers of HARDWARE if I quote part of the message which President Rodriguez Alves presented to the Brazilian Congress at its opening session, May 3, 1904.

The message begins with a reference to the treaty concluded with Bolivia on November 17, 1903, for the exchange of territories and other compensations, which thus settled definitely and with honor to both countries, a boundary dispute of long standing.

Attention is next called to the important works that were inaugurated within the past year in the port and city of Rio de Janeiro for the purpose of improving their sanitary condition. The Department of Public Health organized a regular campaign against the yellow fever, with the result that the number of cases during the past summer was the smallest recorded in the last thirty-one years.

Referring to the condition of agriculture, the President states



STREET SCENE IN BLUMENAU, STA. CATHARINA.

that it is more encouraging as the result of the interest taken by the State governments in adopting measures to promote production and of the better prices prevailing in the markets abroad. Among the measures recommended to the consideration of Congress in this connection are greater transportation facilities and the organization of rural credits.

The message calls attention to the need of a mining law which will insure the safety of capital invested in this industry, defining doubtful points and facilitating transactions between private parties. The richness of the subsoil of Brazil is becoming more and more evident and adequate, mining legislation alone is needed to attract capital on a large scale to this industry.

Under the head of railways, the message states that during the year construction work was begun on great extension.

According to the trade returns for 1902 furnished by the Bureau of Commercial Statistics, the exports amounted to 736,586,324 mil-

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reis, and the imports to 492,822,082 milreis. The trade statistics for 1903 (not yet complete) show exports to the value of 144,704,836 milreis, and imports 498,954,392 milreis. This shows an increase of 14,280,822 milreis in the foreign trade in Brazil in 1903 compared with 1902. On account of the low price of coffee it was feared that the total value of the exports in 1903 would be less than in 1902, but the year closed showing an excess of 6,692,153 milreis compared with the exports of 1902. The decrease in the price of coffee was more than counterbalanced by the high price of rubber. The exports of cotton in 1903 showed an increase in value of 2,320,000 milreis, notwithstanding that there was a decrease in the production of 3,901,683 kilograms as the result of the droubht. The exports of manganese have increased, while those of sugar and tobacco have decreased. The imports in 1903 showed an increase over those in 1902 of 11,214,408 milreis. The total receipts for the year 1903 amounted to 41,300,908 milreis gold and 264,130,004 milreis paper, which shows an increase over the estimated receipts of 3,,332,966 milreis gold and 218,645,004 milreis paper. Receipts compared with expenditures show a balance of 1,319,780 milreis gold and a deficit of 17,061,954 paper. The amortization fund represents a total value of 16,731,200 milreis. The internal loan of 1868 has been reduced to 6,389,000 milreis. The amount of paper currency in circulation on March 31st was 674,400,013 milreis.

Thus far the message of the President. I would like to analyze the export figures for the year 1903, as they show the possibiliites of the country for the extension of this market for foreign goods and capital.

The net increase of $2,581,125 was due principally to rubber, which shows an increase of only 6.7 per cent in quantity, but, owing to the sensational rise of prices, of over 33 per cent in value. Dry and salt hides show the considerable growth of $828,205, and raw cotton, in spite of the falling off of 12 per cent in quantity, due to drought and bad harvest, gave $599,905 more than last year. The other products that show an increase are: Manozite, cotton seed, Brazil nuts, carnahuba wax, ox horns, cassava flour, fruit, timber and manganese; the expansion of the lumber trade is particularly satisfactory, and shows that this industry is slowly though surely developing.

DEATH OF OLIVER WILLIAMS.

Oliver Williams died at his home in Catasauqua, Pa., September 17. Mr. Williams was born in South Wales, April 23, 1831, and when two years old was brought to this country by his parents, who settled in Schenectady, N. Y. He was educated in the common schools, and afterward attended Allentown Academy for one year. He learned the trade of iron molder and worked at it until 1849, when he entered the optical establishment of McAllister & Co., Philadelphia, remaining with them until 1853, when he joined James W. Queen, one of the McAllister firm, in establishing the J. W. Queen Co. In 1855 Mr. Williams moved to Milwaukee, where he roomed for three months with Chester A. Arthur, who afterwards became President of the United States. Mr. Arthur soon returned to New York, and while visiting him in 1858 Mr. Williams met Peter R. L. Hardenberg, who proposed to go to Chicago and open a leather store, which was done. Abraham Lincoln was attorney for the firm. In 1866 Mr. Williams was appointed general manager of the Catasauqua Mfg. Co. and moved to that city, where he lived up to the time of his death. He was also one of the founders of the Bryden Horse Shoe Works, of which he was president. He was also president of the Union Foundry and Machine Co., of Catasauqua, president of the Cement National Bank of Siegfried, Pa., and vice-president of the Whitehall-Portland Cement Co. For three years he was president of the National Iron Association; for fifteen years president of the Eastern Bar Iron Association, and a member of the American Institute of Mining Engineers.

FREIGHT RATES TO SOUTH AFRICA.

(From United States Consul Halstead, Birmingham, England.)

A Birmingham merchant writes to the Birmingham Daily Post calling attention to a recent development in the matter of the rates charged by the British ship combination for freight from British ports and from New York to South Africa. This is an advertisement of the Prince Line offering "to take freight from England to South Africa at American rates, but for conveyance via New York." The rest of his communication reads as follows:

"Surely this is the climax, and it is to be hoped foreshadows that the Prince Line will soon have the courage to apply these rates without the above-mentioned stipulation. Does it not seem absurd that an English company is only able to offer low rates for goods to an English colony if shipped via a foreign port and if some thousands of miles are added to the normal voyage? Whether the Prince Line, if it openly competes, will be more fortunate than the Houston Line is, however, doubtful, for the rebate system remains as a stumbling block. To get the rebate system declared illegal by our courts seems the only way relief can be attained, and I trust that this way will be pursued, as the continued favoring of United States exports is becoming more and more dangerous to our trade."

In the June number of the Birmingham Chamber of Commerce Journal the following instances of discrimination favoring New York in the South African conference rates were given:

Rates to Cape Town and Algoa Bay.

	British Rates.	American Rates.
Iron bedsteads, bolts and nuts, iron chains, general hardware, tinware, tools	$7.60	$3.65
Brass goods	10.34	3.65
Spades, shovels, etc	6.08	3.65
Galvanized iron	4.86	3.65
Bar iron	5.47	3.65

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Libel—Defamation of Business.

QUESTION: I have recently opened a Hardware store. Another Hardware dealer who has kept a store for some time directly across the street from mine has printed and distributed circulars, in which he states that his goods are much superior and "that an unscrupulous Hardware dealer by the name of Blank has recently opened a store in the immediate vicinity for the purpose of advertising and selling inferior goods to deceive the public." Can I do anything to prevent this?

REPLY: While your rival had the undoubted right to praise his own goods, he had no right to single you out and denounce your goods and charge you with dishonesty in business or with conducting your business with a view to deceiving the public. We think that such a publication could have but one purpose, namely, to injure you in your business, and it is, therefore, if false, clearly a libel. We advise you to institute against him a suit for libel, in which you can recover, not only any actual damages that you may have suffered, but also, in case you can show that he was incited by actual malice, punitive damages, or "smart money" as well.

Death Caused by Negligence.

QUESTION: My brother, who was employed as a day laborer on a building which was being completed, fell down an elevator shaft which was left unprotected and was killed. He was unmarried. Can I recover anything?

REPLY: It was well settled by the common law that no action for damages lay for injuries causing the death of another. But this rule has been abolished by statute in most of the States. The ordinary statutory provision is that an action may be maintained by the executor or administrator of a decedent for the benefit of the surviving husband, wife or next of kin, to recover damages for a wrongful act or neglect by which his death was caused. In such action the measure of recovery would be the reasonable expectation of pecuniary benefit from the continuance of the decedent's life, taking into account his age, income and the persons dependent on him for support. In some States this amount is limited by statute to five thousand dollars.

Liability of Steamship Company for Money Stolen from Passenger.

QUESTION: Some time ago I was a passenger on a steamship and procured a state room for the journey. On retiring for the night I left about $50 in money in my clothing in the state room, having locked the door and fastened the window. During the night the money disappeared. My belief is that it was stolen by somebody who apparently reached through the window of the room. Have I a right of action against the steamship company?

REPLY: The question you ask is a somewhat novel one, but it has been held in New York, in a case involving substantially the same facts as yours, that the steamship company is liable as an insurer of the money or personal effects of its passengers, under the circumstances stated.

It has been held that a railroad company is not liable for the loss of money taken from a passenger while in his berth on a sleeping car during the night, without some proof of negligence on its part. But it seems that a steamer carrying passengers upon the water and furnishing them with rooms and entertainment, is for all practical purposes to be regarded as a floating inn, and the duties of its proprietors to be determined by the principles applicable between inn-keeper and guest. The undoubted rule of the common law in such case is that the inn-keeper is deemed an insurer of the money or personal effects of his guests against all loss not caused by the act of God or the public enemy.

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RECENT TRADE PUBLICATIONS.

The Folsom Manufacturing Company, South Bend, Ind., manufacturers of the Folsom Steel Ranges, have recently distributed to the trade their catalogue No. 10. It is a handsome book, well printed on excellent paper and finely illustrated. The general appearance and workmanship of their Steel Ranges throughout is strictly first class. Every Range is carefully made by experienced workmen. They state their patterns are made especially to get the necessary strength and weight in the right place to produce the best results. The ovens are square and extra large. The oven bottom is made of extra heavy steel and securely braced with heavy steel bars riveted to the under side to prevent buckling or warping. The top of same is supported by a heavy casting, which also acts as a support for the top centres and covers. The grate is their own design, Duplex Style, and they claim is the simplest and most durable grate in existence. It can be removed from the fire box without disturbing the side linings or grate rest, and is adapted to burn hard or soft coal, coke or wood. They make these ranges in black enamel style, and finish them with the best grade of nickel plated trimmings. They can furnish all trimmings in plain black where wanted in place of nickel plated. Many other advantages of their Ranges are given in detail in their new catalogue, which will be sent free upon request.

The H. W. Johns Co., 100 William Street, New York City, have issued a price list in envelope size pamphlet form, embracing their Insulating Materials. They state they are in position to supply all requirements in India or Amber Mica. They buy their India and Amber Mica direct from the miners, thereby insuring good quality and prompt shipments. They will be glad to furnish samples in ample quantities and quote prices on any insulating materials in which a customer is interested. They make special mention of their Vulcabeston for Electrical purposes, which is usually moulded into the various forms in which it is required, thereby avoiding the drilling and workng necessary with some materials formerly used for electrical work. Prices for special work will be furnished upon application, accompanied with moulds or drawings. Samples for testing furnished upon request. Send for one of these pamphlet Price Lists for further information.

The Henley Bicycle and Roller Skate Works, Richmond, Ind., have issued a very attractive pamphlet catalogue devoted entirely to the exploitation of their Roller Skates. The book is strictly high grade, finely printed on coated paper, and illustrated throughout. Among the styles they mention are the improved "Monarch" and "Challenge" rink and club roller skates; also Henley's new ball-bearing noiseless roller skates, skate parts, sundries, rink supplies and polo goods. M. C. Henley, the proprietor of the above concern, is the oldest patentee and manufacturer of roller skates in the United States. Their skate works, they state, are the largest in the world, having a capacity of about 2,000 pairs per day, a larger number than all other skate factories combined. Among the many reasons why they claim the Henley skate to be the best, they state "Because it is scientifically constructed, and by the use of rubber cushions, in connection with pressure plate, it is given the requisite tilting or lateral moton so essential to easy and graceful skating, and which desirable quality is possessed by no other make of skates. The largest Henley skate will easily turn a two-foot circle, all the wheels resting squarely on the floor." Those interested in roller skates should not fail to secure one of Henley's catalogues.

The Herring-Hall-Marvin Safe Co., 400 Broadway, New York City, have sent us a copy of a little pamphlet recently issued by them, which is a most attractive and clever one. When closed the little book represents a safe enveloped in flames. However, by opening the door of the safe, the books and valuable papers are found to be intact. The booklet is entitled "Sparks from the Baltimore Fire," which includes a large number of testimonials from firms who saved their valuables during the big fire at Baltimore by having them secured in a safe manufactured by the above concern. Under the head of "Safe Points Worth Remembering" they give a number of hints which they have learned by experience protect the contents of a safe during a fire. Send for one of these little booklets. It will be found of interest in any line of business.

The Gem Cutlery Co., 34 Reade Street, New York, have issued an envelope size pamphlet catalogue exploiting their "Gem" Safety Razors, with which they sent us a small circular calling particular attention to their new line of Holiday Goods, which are illustrated in the above mentioned catalogue containing 32 pages, of which they offer to send a supply upon request. Besides razors, they make stropping machines which can be used on any razor strop without the least danger of hurting the blade or cutting the strop. A trial or examination will demonstrate what a wonderful invention this really is. They also have a large and varied line of "Gem Outfits" to suit the needs of each particular person, all of which make very handsome Christmas gifts. One of their very best sets is Case No. 9. As they say, "It is a perfect beauty." The interior of the case is doe skin and the covering is fancy leather. This set contains a Gem frame, four blades, stropping machine, combination strop, soap, brush, cosmetic, comb and a handsome shaving mirror. The base is 6x9x2½ inches, and weighs 35 ounces, and retails at a moderate price. Send for their catalogue for further information.

J. Wiss & Sons Co., 15 to 23 Littleton avenue, Newark, N. J., manufacturers of high grade shears, scissors and razors, have placed before the trade a new catalogue exploiting their products. They state that since the name of Wiss was originally put on a piece of cutlery it has always been their aim to place on the market the finest article that skilled labor and fine material could possibly make. Their guarantee is unlimited, and every detail of manufacture has their personal attention. Owing to the vast additions they have lately made to their factory, they are in better position than ever to fill all requirements promptly and satisfactorily. They call especial attention to their line of razors, which they claim are the most perfect shaving instruments on the market, made as they are of the finest steel obtainable, correctly tempered. Each one is carefully tested and inspected and set ready for use before leaving their factory. They will replace, free of charge, any razor which does not prove satisfactory, if returned in good condition. All of their razors are full polished blades, crocus finish tang and back, unless otherwise specified. Send for a copy of the above mentioned catalogue.

The Romer Axe Company, Dunkirk, N. Y., have issued a new catalogue, having a most artistic cover of dark green, and bound by a red silk cord. It is an illustrated catalogue, and exploits their axes, which include single and double bitted, in all patterns; boys' axes, hunters' hatchets, sportsmen's hatchets, etc., and Romer's patent saw gummer. The illustrations contained in their catalogue are exact photographic representations of the leading patterns which they make. Other patterns not shown they will be glad to make as ordered, and to quote prices on anything of a special nature which may be submitted to them. This firm having completed the twenty-eighth year of their career as manufacturers of axes, feel that they are well equipped to take care of the wants of the trade, and state they will be glad to give all inquiries their prompt and careful consideration. For further information regarding their goods, write to the above firm for a copy of this excellent catalogue.

The Columbia Grey Iron Co. (Inc.), corner Second and Linden streets, Columbia, Pa., have distributed recently an attractive pamphlet catalogue containing 112 pages, illustrative and descriptive of the products of their manufacture, including Hardware, iron novelties, house-furnishing specialties and toys. They are now manufacturing a more extensive line than ever before, and they respectfully call attention to the fact that they have, in some instances, lessened the list prices of their former line, which has been done to establish the list prices on a more equitable basis. They state that since their incorporation they have sold goods extensively throughout the United States, and they have given satisfaction. Having recently enlarged their foundry, and with greatly improved facilities, they can produce goods at short notice and fill orders promptly. Included in their line of Hardware are hammers, hatchets, floral tools, vises, shears, brackets, chest handles, door pulls, bolts, store door handles, gas stoves, etc. Write for one of their catalogues for further information in regard to their goods.

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NEW GOODS AND SPECIALTIES.

THE MILWAUKEE BREAD AND CAKE MIXER.

The Milwaukee Bread and Cake Mixer, recently placed on the market by the Stowell Mfg. & Fdy. Company, South Mil-

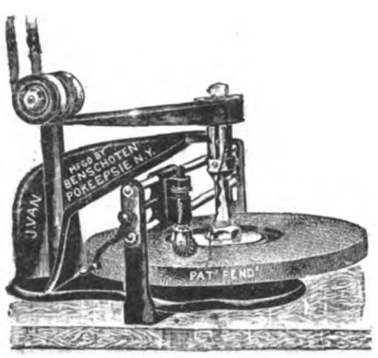


THE MILWAUKEE BREAD AND CAKE MIXER.

waukee, Wis., is illustrated herewith. It is claimed for this mixer that it will easily mix the stiffest batter or will cream butter and sugar and that it will mix any batter that can be mived with a spoon; that it will mix bread in three minutes, or a cake in less time. It is made of the best malleable iron and tool steel, and can be used on any 12-inch cake bowl.

VAN BENSCHOTEN'S CLIPPER GRINDER.

John Van Benschoten, Poughkeepsie, N. Y., is placing upon the market the Patent Clipper Grinder, an article which has been demanded by the trade for the sharpening of clippers, which has long been confined to the manufacturer, as grinders previous to this, have been too expensive. The Grinder is simple in operation. A depression of ⅛ inch at a 4-inch circle in the centre of the stone, allows a flat 5 inches outside grinding surface on which clippers are held parallel, moving them laterally a trifle over the



VAN BENSCHOTEN'S CLIPPER GRINDER.

two edges while grinding, thus keeping the surface perfectly flat and true. A rigid and absolutely positive truing attachment permits of the stone being trued at will, removing all unevenness and glaze. An emery 14 inches in diameter of special grade and construction is furnished with each Grinder and should be run at 1,400 revolutions, having a pulley wheel on grinder two inches in diameter for a one-inch belt. Clippers require constant grinding, so a well established business may be inaugurated, as it requires less than five minutes to grind a pair, for which the universal price is fifty cents. Horse and barbers' clippers, meat choppers, sausage cutters, dies, keys, box knives, plane irons, chisels or anything requiring a flat surface can be ground with this machine.

FOR WINDOW DISPLAY.

A new device known as the "Self Propelling Color Reflecting Light" has been placed on the market recently by Glogau & Co., of Chicago, and is especially recommended for use in the windows of Hardwaremen. The light, which we illustrate herewith, is described by its manufacturer as follows: "Before an artistically constructed concave mirror-reflector a beautiful globe, covered with magnificent stones in different colors, is supported on chains

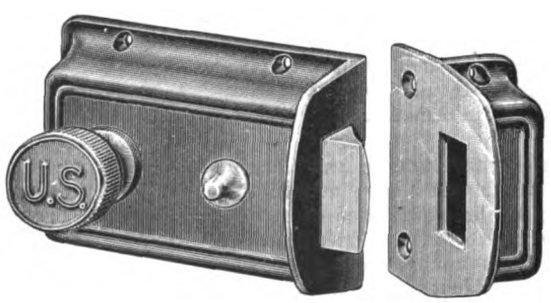


FOR WINDOW DISPLAY.

by a fan-wheel, which runs with its steel point in a jewel knob. The light has its place in the centre of the globe, wonderfully glittering and shining through the colored stones and the skillfully placed openings in the metal parts of the globe. The heat from the electric bulb, gas or the oil light brings the fan-wheel into rotation and the globe revolves around the light. The whole mirror-screen is covered with the reflecting of the bright stones, always running from left to right and always changing colors. It is practically costless to operate, needing only one electric incandescent globe. If run by gas or oil light the cost is about three to five cents per day.

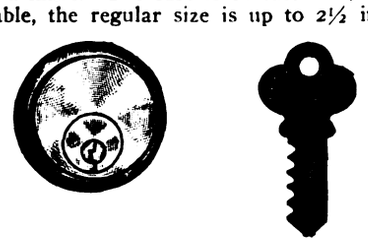
U. S. CYLINDER RIM NIGHT LATCH.

The United States Steel Lock Co., Lyons, Iowa, are the manufacturers of the "U. S." Cylinder Rim Night Latch and Automatic Dead Lock, combined. The mechanism is extremely



U. S. CYLINDER RIM NIGHT LATCH.

simple. When the latch bolt is engaged by the strike it is automatically dead locked, and cannot be pressed back or tampered with by a knife. The case is of cast iron, has box strike, and is adjustable, the regular size is up to 2½ inches, and for



ESCUTCHEON AND KEY.

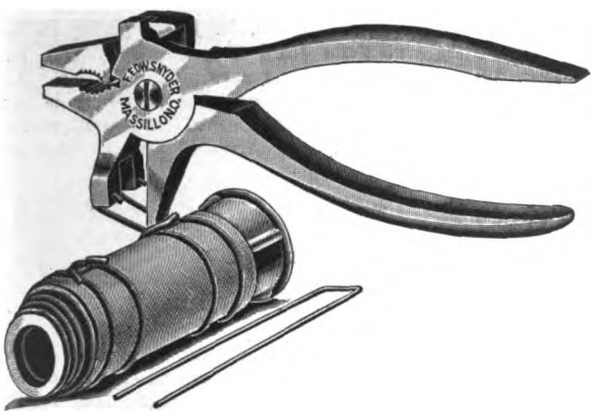
other thickness as ordered. In size it is 2½x3½x1 inch. The lip is 1½ inches. It is reversible, right or left. The illustration shows regular bevel, but reverse bevel can be supplied. It comes in four finishes, ivory, japan, nickel plate, old copper and bower barff. The Lock is operated by key from the outside and by knob from the inside. The bolt can be held back by a stop. It can also be master keyed. The company is also making a regular Night Latch with the same style case.

SNYDER'S COMBINATION PLYERS.

F. Edward Snyder, Massilon, Ohio, is the manufacturer of Snyder Improved Combination Plyers, which is a novel and con-

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venient wire cutter, flat plyers or burner plyers, thus making a most complete and desirable tool for everyday use, and no one handling or using rubber hose can well afford to be without it. The advantages of these plyers are referred to by the manufacturer as being over all other devices for wire couplings on hose, among which may be mentioned: "While being a complete tool for the manipulation of wire in securing couplings, etc., on rubber hose, it also contains other useful devices for everyday use.

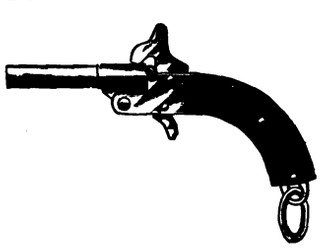


SNYDER'S COMBINATION PLYERS.

Wires of all sizes suitable for this tool need no preparation other than cutting to length and bending in the form of a staple. There being no brazing of wires required, hence they will not break when being applied, and are far better, more convenient and much cheaper than any other hose strap on the market. A length of wire for any size hose is suitable for all plyers of that size, and can also be used for any hose of smaller size; thus it does not require so many different lengths when buying prepared wire, and only requires one application of the tool to put the wire on perfectly secure. Any one having this tool and not having any prepared wire on hand has the advantage of using any scrap of suitable wire and making a complete job at no expense. With this tool in hand, you have the whole outfit required for the removal of old wire and the manufacturing and application of new wire or band. The fact of this tool being so constructed as to use any common wire, or prepared wire bands that can be bought very cheap, and combining also other novel features commends it to everybody as the most convenient and economical device ever produced.

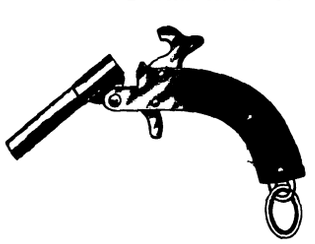
DAVISON'S MINIATURE PISTOLS.

Already famous as manufacturers of Miniature Tools, the Davison Manufacturing Co., of Brooklyn, N. Y., have recently added to their popularity by their latest novelty, which we illustrate herewith. As will be seen, it is a perfect reproduction of the large dueling pistol and will shoot a small blank cartridge,



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making a loud report. It is claimed to be the smallest pistol in the world shooting a real cartridge, and is handsomely finished in nickel plate and furnished with either ebony or ivory han-

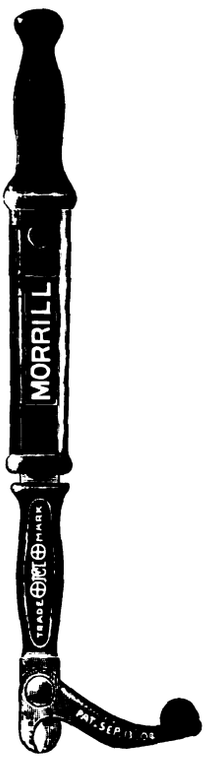


OPEN.

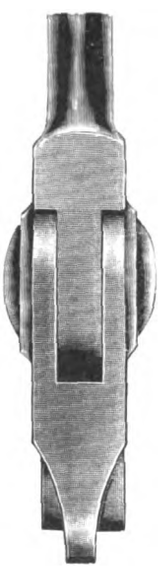
dles. Dealers have in the past found that the miniature tools and other novelties manufactured by this concern have never proven dead stock and it would seem reasonable that this newest novelty would prove to be an even better seller than its predecessors.

MORRILL'S NEW NAIL-PULLER, NO. 1.

Charles Morrill, 277 Broadway, New York, has brought out a Nail-Puller known as the Morrill No. 1, which embodies many new and novel improvements. As can be seen by the illustration, the foot is mounted, male and female, instead of the regulation scissor-like fashion. This reduces the wear on the pin to a minimum and always insures a correct alignment of the jaws. In the ordinary Nail-Puller, after it has been used a while, the rivets wear away and spread outward, causing the jaws to spread apart sidewise when the strain of pulling a nail is brought to bear



NO. 1.

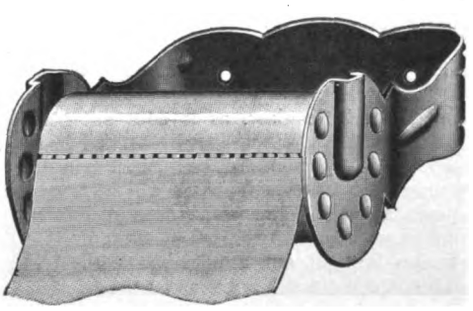


IMPROVED JOINT.

upon them. Mounting the jaws, male and female, enables a pin to be used instead of a rivet, reduces the wear, and the side walls will not permit the jaws to spring apart sidewise. The foot is so shaped that twice as much power can be developed as in the ordinary shaped foot, the result being that harder holding nails can be pulled than with any other puller. No springs are used, a small ball of metal on the end of the foot serving as a counter-weight and taking its place. The shank has a handle and hand-guard forged integral with it. This prevents the hand from being pinched or bruised by the ram. The shank is built on the model of an eye-beam, thus combining the greatest strength with extreme lightness. Throughout the rest of the tool the same scientific construction has been carried out, giving as a result a perfectly balanced and handsome appearing tool. The shank and foot are drop-forged from a very high grade steel and combine the greatest strength, together with toughness. The tool is fully warranted, and will pull all kinds of nails, either with or without heads.

THE SATIN TOILET PAPER HOLDER.

We illustrate herewith a new Toilet Paper Holder which is being put upon the market by the Shelby Spring Hinge Co., of



THE SATIN TOILET PAPER HOLDER.

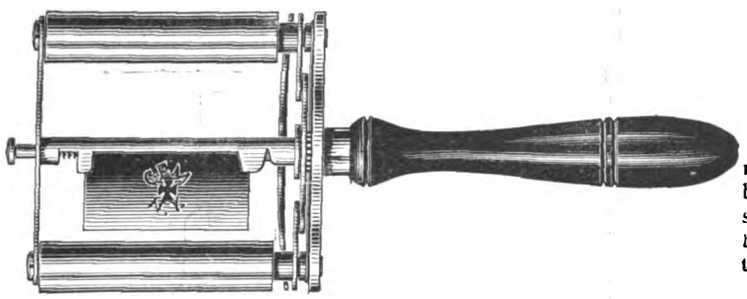
Shelby, Ohio. This holder is stamped out of heavy spring steel and is nicely nickel-plated, making a neat appearing holder. The roller is of hard maple, with an axle which slides into the holder

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in a recess at each end, slipping over a small lug, which prevents its lifting out of place accidentally. When the paper is on the roller and the same is in place it is so locked that the sides of the holder cannot spring out and release the roller with paper. The fixture is a very neat and simple appliance, thoroughly practical in every respect and the manufacturers invite inquiries upon it.

AN IMPROVED STROPPING MACHINE.

The Gem Cutlery Co., 34 Reade Street, New York, are offering to the trade a new Double Roller Stropping Machine that possesses a long array of good talking points which should make it a ready seller. The machine, which we illustrate herewith, is strengthened by a strong bar across the top, which holds both the roller and blade holder in perfect alignment and in such a



GEM DOUBLE ROLLER STROPPING MACHINE.

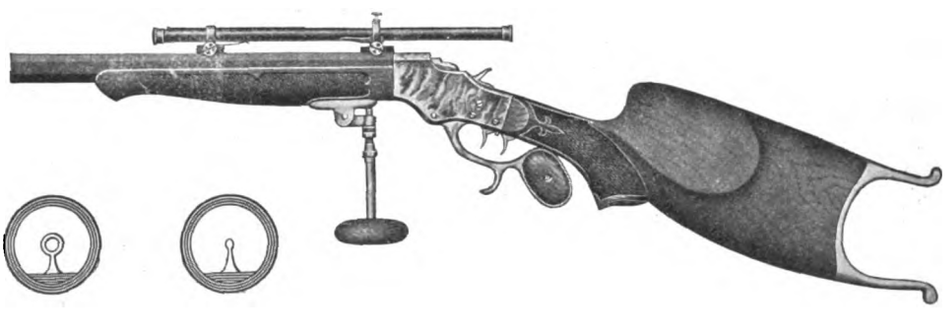
position that they cannot possibly get loose or out of order. It is claimed that this feature is to be found on no other stropping machine. This machine can be used on any razor strop without the least danger of hurting the blade or cutting the strop. The attaching of the safety razor blade to the machine is a very simple operation, as will be seen in the illustration. After this has been done a few movements back and forth on a good razor strop puts the knife in perfect condition.

STEVENS' LITTLE OFF-HAND RIFLE, WITH TELESCOPE.

The demand for telescope sights has more than quadrupled during the last two years, and we think this is largely due to the popular prices that have been placed on high-grade goods by the Stevens Arms & Tool Co. Their line today is the most complete offered by any maker of telescopes, and they are just placing on the market the Stevens' "Little Off-Hand," of which we give an illustration. The tube is only one-half inch in diameter and 12½ inches long, with proportionately small detachable mountings, can be instantly removed from the rifle and replaced without disturbing its adjustment; has a narrow, steel rib sliding in a grove in the forward mount, with fine screw adjustment for both windage and elevation. The field is not as large as the ordinary telescope, but as this telescope is designed for target work the matter of field is not important. As regards brilliancy and definition it is equal to the larger scopes of the same power; is a most convenient little glass, as it does not necessitate an extra case for the rifle. The rifle can be carried in the regular case, the 'scope instantly removed and carried in the pocket. Although intended for a target glass, it will be very useful for hunting purposes as well. The power is 4 diameters, and the price, including mountings and rib, is $25; without rib, $20.

They have also brought out a telescope with Aperture and Pin Head. This is a decided innovation in the telescope market. Heretofore the rifle telescope has been fitted with cross hairs, and, while it is generally conceded to be the best form of sight, there are some who think they cannot use them, and to accommodate this class of shooters they have designed a telescope with aperture and pin head. (See illustration.) They are made in exact proportion to the ordinary sights, and in one size only. The telescope is especially designed for these sights, and they cannot be applied to telescopes of other makes. They are furnished with detachable mounts; power, 5 diameters; price, $18.

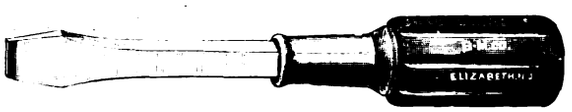
All Stevens telescopes can be fitted to rifles of any standard make.



STEVEN'S LITTLE OFF-HAND RIFLE, WITH TELESCOPE.

THE BULL DOG SCREW DRIVERS.

Braunsdorf-Mueller Co., Elizabeth, N. J., are placing on the market what they call their "Bull Dog Screw Drivers" for machinists, automobilists, etc. They are made of crucible tool steel, carefully hardened and tempered. The points are finished ready for use. They have nicely polished hardwood grooved handles. Each one is tested and warranted perfect. They are made with round blades, 2, 3 and 4 inches, and with square blades 2, 3 and 4½ inches. A wrench can be clamped on the square blades, giving extra purchase or leverage. They will fill the demand for a driver that will start rusted screws without twisting or snapping.



THE BULL DOG SCREW DRIVERS.

THE CLIPPING SEASON.

The hair certainly flies in earnest about this time, and keeps it up for three or more months. The clipping of horses has now become general, not only in this country but abroad, and everything that wears hair in the equine world runs a pretty good chance of losing it at this season.

The practice of clipping for a long time was confined to liverymen, and others who got their living out of the horses they kept, and who were more interested, perhaps, than others in doing everything possible for its health. Now, however, the livery horses are but a small percentage of those clipped, for practically all horses in use in this country have their hair removed either in the fall or spring. Even farm horses are now clipped to a very large extent.

At this season of the year more, perhaps, than any other, a horse is liable to colds and pneumonia, brought about by standing around with a long, heavy, damp coat of hair. When clipped they dry out as fast as the perspiration is secreted, and although the weather may be very cold, the animal is really warmer than he would be should he have on a long coat, and that wet with sweat.

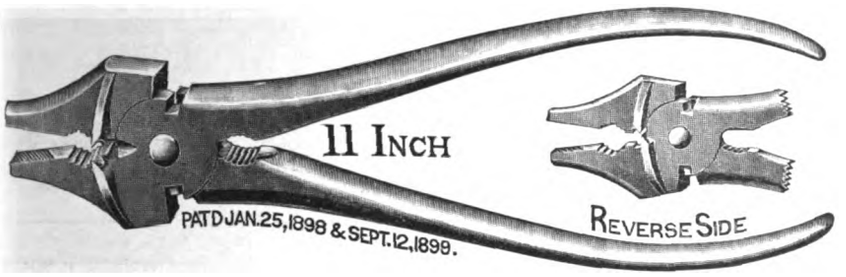
Very few stables are now without a clipping machine, and the operation that used to cost a horse-owner several dollars can now be performed by a stable hand in less than an hour's time. Clipping machines have also been greatly reduced in price the last few years. Formerly a good machine cost from $35 to $50, but one company, the Chicago Flexible Shaft Co., of 106 LaSalle avenue, Chicago, realizing the demand for a good machine at a popular price, went into the making of clipping machines on an enormous scale. They not only brought prices down to a fraction of what they were, but they actually improved the machines at the same time, and today offer a machine for $10.75 which could not have been produced for $100 five years ago. It is said to have taken highest awards wherever exhibited. Why wouldn't it? It certainly did carry off all honors at the Pan-American.

The main reason the dealers and horse owners buy these is because the machine pays, makes a horse live longer, work longer, and worth more. They publish a very handsome catalogue.

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CRONK'S STAPLE PULLING FENCING PLYER.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., are the manufacturers of the Cronk Staple Pulling Fencing Plyer, of which we present an illustration. It is a unique combination of all the tools needed in the erecting and repairing of wire fencing. It really is about nine tools in one; plyers, three cutters, hammer, staple puller, nail puller, splicer and stretcher. It forms an effective staple puller. The claw won't slip off and the eleven-inch lever enables the longest staple to be pulled quickly. There are three sets of cutting blades, enabling one to cut any wire up to

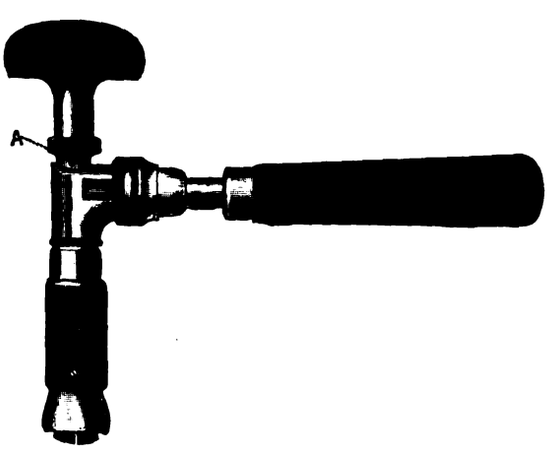


CRONK'S STAPLE PULLING FENCING PLYER.

No. 8 gauge. The set of cutting blades on the side of the tool is so arranged that the end of the cut wire can be grasped at the same time it is cut. You have the choice of two grips for holding wire to be spliced. The difference in size affords an opportunity to hold large or small wire firmly, so that a smooth and effective splice can be made. It can be used also as a stretcher, by grasping the wire in the inside grip and getting a bearing with the point of the plyers on the post, one has a leverage on the wire which will bring it tight. A turn around the post holds the wire while the staple is driven. For driving staples it presents unequalled advantage. The two hammer faces on the tool are large enough and its weight—slightly over a pound and a half—is just enough to make it a convenient and efficient hammer for staple driving.

CORNER RATCHET BIT BRACE.

John S. Fray & Co., Bridgeport, Conn., are introducing to the Hardware trade their new corner Bit Brace, of which we present an illustration. It is designed for use in cramped positions where ordinary braces could not be used. The chuck is the same as used on this firm's No. 106 line of braces. The entire tool, both in material and labor, is first class. Metal parts are nickel plated, head and handle of cocobolo wood. Between the



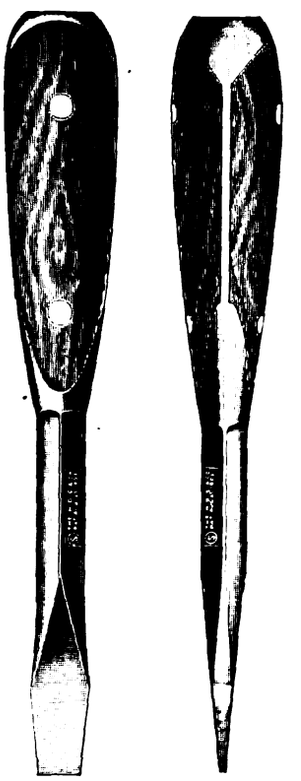
CORNER RATCHET BIT BRACE.

head and ratchet frame is placed a knurled collar marked "A" on cut; the use of this is to assist in starting a bit or tool previous to its entering the wood or other material sufficeintly so that the friction thereof shall hold it from turning back while the handle is turned to take a fresh hold on the ratchet; the operator, with the finger and thumb of the hand supporting the head, bearing slightly on this collar, holds the chuck, preventing its turning, except as driven by the ratchet. The braces are packed two in a box.

THE PERFECTION HANDLE MACHINISTS' SCREWDRIVER.

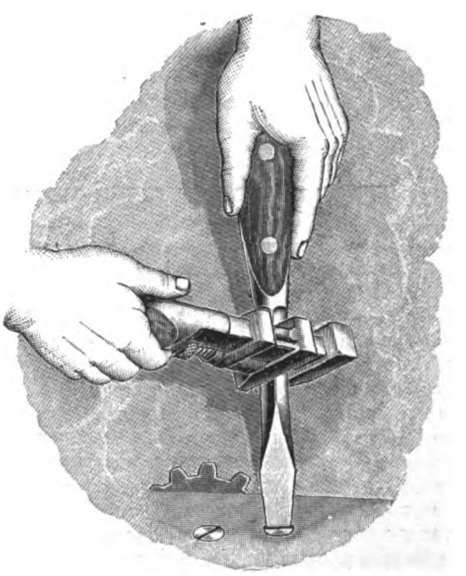
H. D. Smith & Co., Plantsville, Conn., are introducing to the Hardware and Supply Trade the "Perfect Handle" Machinists', or Heavy Service Screw Driver, claimed to be the first tool of its kind ever made worthy of the name "machinists'"—or worthy of the patronage of the mechanics to whom such a tool is a necessity. Put a wrench onto the square shank when you want to tighten or loosen cap screws, set screws, etc. Put all the power you wish back of the wrench. The maker's unqualified guarantee is back of the screw driver.

For practicalness the screw driver leaves nothing to be desired, and while there have been some made styled "machinists'," they were such only in name. Their great merit is so self-



THE PERFECTION HANDLE MACHINISTS' SCREW DRIVER.

evident and their price so reasonable that they need no extensive argument to effect a sale.



CAN BE USED WITH A WRENCH.

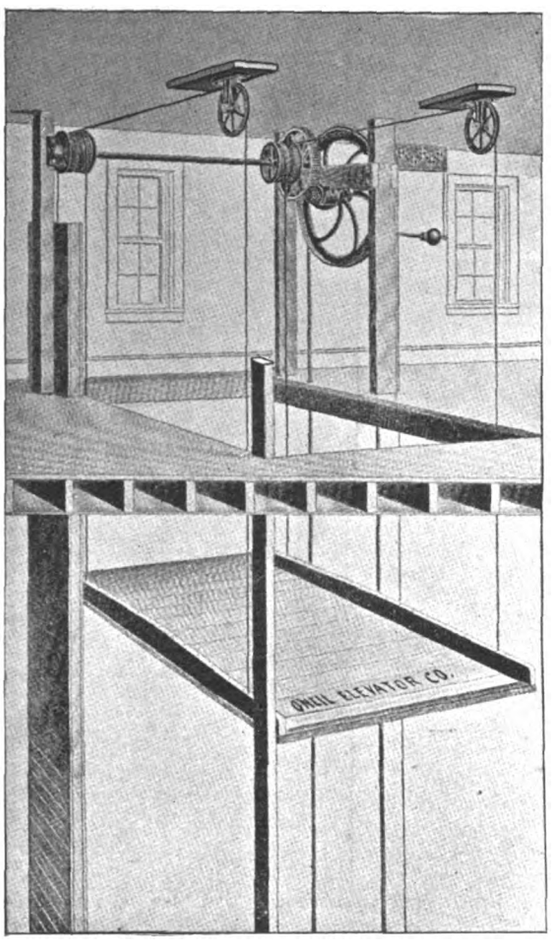
Made in Two Sizes.	Nos. 9½.	10½.	
Length over all	9½	10½	inches
Length of Blade	4½	5	inches
Size of Square	7-16	5-16	inches
Width of Point	½	¾	inches
Thickness of Point	1-16	5-64	inches
List Price, Per Dozen	$12.00	$13.00	

Packed one-half dozen in a Slide Cover Wooden Box. Six dozen in a case.

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O'NEIL'S CARRIAGE OR WAREHOUSE ELEVATOR.

The machinery of the O'Neil Carriage or Warehouse Elevator, which is illustrated herewith, consists of two steel shafts, two drums, one spur gear, one shrouded pinion and a hand rope wheel, which are securely fastened to the shaft with keys; two tail-end sheaves, and a powerful band brake. The band brake operates on the outside diameter of the large rope wheel. It is applied by a downward pull of the check line, which will hold the load at any point, and is released by an upward movement.



O'NEIL'S WAREHOUSE ELEVATOR.

The platform has no obstructions above, and can be made any size, and is constructed of the best well-seasoned lumber, strongly braced with irons and fastened together with through bolts; the floor is tongued and grooved, and is guided by iron guide on one side only, and is suspended by four wire cables, one on each corner winding on spirally grooved drums to prevent cables from chaffing and wearing, and thereby greatly increasing durability. They are attached to car by leaded sockets. The counter-balance is adjustable and can be made heavy enough to suit the platform or load to be lifted, and is suspended by one separate fine wire cable. This elevator is manufactured by the O'Neil Elevator Co., 628 Cherry street, Philadelphia, whose line includes hand elevators and dumb waiters of every description.

The manufacturers state:

"We guarantee our elevators to be the best and lowest priced machines on the market and guarantee them against defective workmanship and material for one year. Our patterns are of the latest and most improved design that science has discovered, none of them being over two years old.

"We ship our elevators to all parts of the United States and foreign countries; our customers experience no difficulty in having them put in place, for with the assistance of drawings sent with each shipment any competent carpenter is enabled to place our elevators in perfect running order."

✤

A traveling man at a hotel found a hair in the honey. He went to the proprietor. "I can't help it," said the latter. "I bought it for combed honey." The next day at dinner he happened to run across a small hair in the ice cream and the landlord could not account for it. "The ice is shaved," he said. The guest was boiling, for the next day he picked a raven hair out of his portion of the pie, and angrily jerked up the proprietor, who turned him down effectually as follows: "In the apple pie, hey? Well, that beats the Dutch! I bought those apples for Balduns."

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED SEPT. 20, 1904.

370,048. Combination Wrench. H. W. De Courtenay, Newton, Mass.
370,150. Metallic Shovel-Handle. J. O. Mantor, Northampton, Mass.
370,166. Combined Glass Holder and Number Plate for Doors. W. H. Taylor, Stamford, Conn.
370,183. Lock. W. D. Doremus, Washington, D. C.
370,185. Coal and Ash Sifter. D. L. Falardeau, Cohoes, N. Y.
370,197. Boot Jack. J. H. Kennedy, Eola, La.
370,201. Lantern. A. Loeffelholz, Milwaukee, Wis.
370,202. Pillow Sham Holder. S. F. Marchant, Chicago, Ill.
370,236. Carving Fork. F. W. Brittin, Birmingham, Conn.
370,253. Lifting Jack. E. B. Griffin, Freedom, Pa.
370,254. Combination Lock. J. W. Hard, Chicago, Ill.
370,255. Screw Driver. D. R. Hart, New York, N. Y.
370,325. Combined Latch and Lock. W. D. Doremus, Washington, D. C.

PATENTS ISSUED SEPT. 20, 1904.

770,257. Seal for Screw Nuts or the Like. E. J. Brooks, East Orange, N. J.
770,262. Adjustable Window Shade. B. F. Childress, Lynchburg, Va.
770,266. Lock and Rose. N. W. Crandall, New Britain, Conn.
770,273. Cutting Tool. H. Dyer, Detroit, Mich.
770,294. Weighing and Computing Scale. T. A. Killman, Liberty, Tenn.
770,315. Appliance for Opening and Shutting Windows. K. Rodelstab, Bruchsal, Germany.
770,316. Skylight or Transom Lifter. K. Rodelstab, Bruchsal, Germany.
770,347. Shears. J. H. Brown, Kansas City, Mo.
770,374. Nut Lock. E. A. Laughon, Roanoke, Va.
770,380. Combination Tool. Wm. H. McLeod, Kansas City, Kansas.
770,382. Wrench. J. Newns, Chester, England.
770,407. Buggy Wrench. R. M. Ware, Stockdale, Texas.
770,408. Lock. N. D. Wells, Dayton, Ohio.
770,413. Detachable Tool Handle. Wm. Ashert, Des Moines, Iowa.
770,422. Nut Lock. E. E. Drury and W. E. Storer, Glouster, Ohio.
770,426. Coffee Pot. C. Frank, Albany, Ga.
770,435. Nut Lock. J W. Lawrence, North Tonawanda, N. Y.
770,542. Night or Dead-Lock Latch. S. R. Slaymaker, Lancaster, Pa.
770,551. Shears. E. Blasberg, Detroit, Mich.
770,574. Spanner or Wrench. M. Halsted and J. Chandler, Birmingham, England.
770,590. Bracket. J. F. Kress, W. Loshelder, H. O. Gross and H. Loshelder, Jr., Pittsburg, Pa.
770,594. Rake. P. A. Letendre, Suncook, N. H.
770,595. Hinge. W. Lovette, Mariner Harbor, N. Y.
770,595. Door or Window Lock. W. F. Martin, New York, N. Y.
770,699. Wrench. O. S. Randall, Newark Valley, N. Y.
370,394. Jar Fastener. T. B. Howe, Scranton, Pa.
370,395. Handle for Ladles or Dippers. L. K. Hurford, Canton, Ohio.
370,404. Sheet Metal Can, and the Art of Manufacturing the Same. E. Norton, Chicago, Ill.
370,406. Egg Beater and Mixer. D. Peters, Cincinnati, Ohio.
370,414. Seal Lock. J. S. Roark, Augusta, Ga.
370,447. Adjustable Wrench. C. M. Brown, Rockford, Ill.
370,457. Nut Lock. J. F. Duff, Murphysborough, Ill.
370,458. Grate. W. B. Dunning, Geneva, N. Y.
370,468. Door Spring and Check. C. E. Griffing and J. W. Ashborn, Danbury, Conn.
370,480. Alarm Clock. U. V. Jaeggi, Auburn, South Australia.
370,485. Adjustable Miter Clamp. A. J. Linney, Cambridgeport, Mass.
370,503. Pie Turner. G. H. Thomas, Chicopee Falls, Mass.
370,505. Safety Razor. J. Turner, Worcester, Mass.
370,506. Safety Razor. J. Turner, Worcester, Mass.
370,507. Wrench. V. J. Van Horn, Shannon, Kans.
370,526. Sash Fastener. F. J. Briggs, London, and S. Pardoe, Kilburn, County of Middlesex, England.
370,552. Soldering Iron Heater. W. Mellor, New York, N. Y.
370,563. Paper Bag Holder. W. A. Simmons, Excelsior, Mo.

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370,568. Permutation Lock. A. Stoner, New York, N. Y.
370,571. Brush. C. E. Thompson, Lansingburg, N. Y.
370,586. Gate Latch. W. H. Woodford, Owensboro, Ky.
370,588. Nut Lock. W. Adair, Leesville, Ohio.
370,594. Steam Cooker. A. M. Amos, Buffalo, N. Y.
370,596. Ax. J. Ballard, Wausau, Wis.
370,638. Cork Extractor. F. T. Marwood, Blackburn, County of Lancaster, England.
370,639. Milk Pail. J. F. McMillin, Mount Pleasant, Pa.
370,650. Spike. J. S. Pessenger, Brooklyn, N. Y.
370,654. Slide for Extension Screens. E. N. Porter, Burglington, Vt.
370,665. Towel Arm. C. G. Udel, North Indianapolis, Ind.
370,676. Jar Fastener. R. Bloeser, Scranton, Pa.
370,677. Alarm Lock. W. B. Bradsby and E. W. Hagee, Greenville, Ill.
370,734. Ratchet Screw Driver or Drill. J. Fryxell, Moline, Illinois.
370,748. Curry Comb. M. Sweet, Troy, N. Y.
370,752. Pipe Wrench. J. H. Guiley, East Saginaw, Mich.

PATENTS ISSUED SEPT. 27, 1904.

770,767. Safety Razor. M. A. Mihills, Highland Park, Ill.
770,837. Door Check. E. J. Wells, Nashua, Iowa.
770,843. Cooking Utensil or Other Vessel. F. H. Blankley, Terre Haute, Ind.
770,858. Trolling Spoon. R. C. Hornung, San Francisco, Cal.
770,881. Self-Oiling Plane. J. Weyland, Los Angeles, Cal.
770,925. Device for Holding Spoons. R. R. Pyle, Wilmington, Del.
771,116. Trolling Bait. H. P. Barnhart, Logansport, Ind.

J. D. WARREN MFG. CO.'S "WORLD'S FAIR SERIES."

The J. D. Warren Mfg. Co., Chicago, manufacturers of the Warren Patent Glass Front Hardware Shelving, have just brought out the most advanced and practical designs of Hardware Shelving they have ever issued, in Portfolio form, known as their World's Fair Series," in which are combined a portion of the Cabinets exhibited in the Varied Industries Building, with



AS THEY USED TO LOOK.

other practical Cabinets. These combinations, printed in color on sheets thirty inches long by twelve inches wide, illustrate their Cabinet Shelving in lengths of 25 feet, which their experience has taught them is the most correct way of assembling their Unit Cabinets, as no merchant can go astray in ordering any one of the Combinations, and as many stores will require fifty or



AS THEY LOOK WITH WARREN'S SHELVING.

seventy-five feet in length, these combinations can be joined or special Cabinets selected from them. Other Cabinets can be added in front or rear, as may be desired. On the cover they have very forceful illustrations showing the contrast between the "old" and "New" way of store arrangement, with the following explanation of what inspired J. D. Warren to undertake the evolution of store arrangements, to which he has devoted ten years to accomplish, as shown in the illustration of the up-to-date store.

WHOLESALE AND RETAIL HARDWARE JOINT COMMITTEE.

We have received the following interesting communication, having reference to the work participated in by the Hardware Joint Committee since it was formed. It will be read with interest:

Gentlemen: The Wholesale and Retail Hardware Joint Committee, which was formed at a meeting of the representatives of the retail and wholesale dealers, held in St. Louis, June 23d and 27th, have been actively at work since that time calling attention of the trade in general to the catalogue house question, and inducing manufacturers to use their best efforts to prevent in some way a demoralization of prices.

The manufacturers have generally admitted that the quantity of goods sold by the catalogue houses was extremely small when compared to their total production, and have begun to realize that it is not to their interest to have quotaions made which prevent those who distribute their goods to retailers and to consumers from making at least a margin of profit to cover the services rendered.

The committee has not attempted any coercive measures, beheving that our contention was just, and that it was but necessary to properly present the matter to have the manufacturers apply the remedy. We are standing on the platform adopted in St. Louis, which was fully outlined in your columns. A very large number of manufacturers have signified their intention of immediately discontinuing the sale of goods to catalogue houses. The compiete list will be furnished the retailers of the country from time to time through your columns.

Some of the most prominent manufacturers who have taken this stand are the following:

Henry Disston & Sons, Stanley Works, American Axe & Tool Co., Fayette R. Pump (Inc.), H. B. Black & Co., Covert Mfg. Co., Norton Tool Co., Hermann Boker & Co., Hamilton Rifle Co., James H. Mann, Mann Edge Tool Co., Eagle Lock Co., Dunn Edge Tool Co., Russell & Erwin Mfg. Co., Hussey & Binns Shovel Co., Evansville Tool Works, Kelley Axe Mfg. Co., Finley Axe & Tool Co., Germantown Tool Works, Hopkins & Allen Arms Co., White Mountain Freezer Co., J. Stevens Arms & Tool Co., McKinney Mfg. Co., F. E. Myers & Co., Schollhorn Co., and many others.

We most respectfully invite communication with the jobbing and manufacturing trade on this question. The retail trade will please address their communications to M. L. Corey, secretary, Argos, Ind. We find the leading jobbers of the country are opposed to selling this class of dealers. The members of the National Hardware Association have reaffirmed the position which they took several years ago.

One of the catalogue houses has recently issued a new book, in which we find quite a number of prices have been advanced to a proper standard. Thus it will be seen that the work of our committee is bearing fruit.

We have read with interest the articles appearing in the trade papers from time to time on this subject. We regret that these did not appear over the signature of the writer. The members of our committee would be pleased to answer communications which have an identity, but we have felt that articles that appear in trade papers without the signatures of the writers should not be dignified with a reply over the signature of our committee.

Respectfully submitted,
T. James Fernley, *General Secretary.*

THE IMPLEMENT & VEHICLE JOURNAL, OF DALLAS, TEXAS.

We have received a copy of the Implement & Vehicle Journal, Volume 1, No. 1, which has been added to trade journalism of the south by the Texas Trade Review Publishing Co., of Dallas, Texas, after the need for such a publication was made manifest by their having had for a long time an "Implement & Vehicle Edition" of their paper, devoted to these growing trades, and the increasing importance of Dallas as a distributing centre for Farm Machinery, Implements and Vehicles. We extend the right hand of good fellowship to Col. A. B. Taber, its editor, and welcome him to the labors of the position, trusting they will be found congenial, for which his familiarity for thirty years with the Implement trade amply qualifies him. We shall look for the monthly appearance of the Implement & Vehicle Journal with more than the usual interest.

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HARDWARE FACTS AND FICTION NOT GENERALLY KNOWN

(Specially Contributed)

Seventh Article.

A TALE OF SPOONS.

It is evident that spoons were unknown to early man, but a Scotchman has remarked they were quickly discovered when the first bowl of broth was cooked. At the epoch of hot broth in the evolution of man a spoon was found to be indispensable. As the ladle to the pot, so is the spoon to the bowl. Savages used spoons of wood, but even before the formation of a bowl nature provided scallop shells for the savage whose caldron smoked by the seashore, and those who dwelt in the forest glade found spoons at hand. All the most necessary utensils of the kitchen have their originals in the workshop of nature—the knife is in the flint, the fork in the pronged stick, the gourd is the model both of saucepan and bowl, the divided cocoanut provides a perfect cup and the broad leaf or round piece of bark a plate. The spoon was found by forest dwellers in the shells of lesser nuts, and he soon learned to attach a handle in the shape of a cloven twig. By and bye inland man began to carve his own spoons out of wood. Long before the Romans began to work in horn the ancestors of the buffalo presented men with finished examples of the spoon; wherever animals roamed at large horns were at hand, and were used in their natural state both as cups and spoons. In early days spoons were only used for hot liquid, such commodities as boiled rice and semi-solid foods being eaten with sticks and forked twigs. The people of Barbary used neither knives or forks and rarely spoons; in most cases the Oriental uses a spoon for drinking purposes only. Coming down to times nearer our own, it would appear that early British silversmiths and goldsmiths made some excellent and artistic spoons, examples of which may be seen in the British Museum. Curiously the spoon has been entirely neglected in heraldry, although nearly every household article of utility was pressed into the service in the construction of crests and armorial bearings.

In the crown treasures of Great Britain there are several famous spoons, the most notable being the Coronation spoon, used for anointing the sovereign. It is made of gold and is a fine piece of work, an elegant arabesque pattern being engraved on the inner surface. It is of great antiquity, being known to have been used in the twelfth century. At one time spoons for taking snuff were constantly used, and in connection with their use it has been said that spoons are used in every function. They are with the king in his crowning, with the babe at his christening, the corpse at his burying and the rest of the world at snuff-taking. The tea drinkers of a century ago were very proud of their caddy spoons and collections of old silver contain many beautiful examples of decorated tea-caddy spoons. Spoons have always been used as gifts—the christening spoon given to children and the wood spoons to brides for good luck. Silver spoons figured conspicuously among the inventories of silver plate in the past, today they only take a place with many other table plate according to the wealth of the owners. All persons know how to drink a health or receive a toast at feasts, but the ancient custom of holding up spoons in honor of the donor of the feast is a forgotten habit.

The gift of spoons by sponsor or visitor is an old English custom still maintained, although not to the extent it was formerly. St. Paul's Day, the first festival of an Apostle in the year, was often the occasion of gifts, hence the custom of giving Apostle spoons. Buyers and sellers of old silver know the value of Apostle spoons, and how their worth increases as the set preserved becomes more complete. Many persons gave one or more spoons to their god children, always including a spoon with the representation of the Apostle to whom the child or the donor was dedicated. Only wealthy donors gave full sets, consequently some of the less favored apostles are very rare, and spoons bearing their image now sell for exceedingly high figures.

"What has he given her? A faire high standing cup and two great 'postle spoons." The hat or flat covering on the head of each figure preserved the features of many of the apostle spoons from defacement.

In a lengthy inventory of the effects of Rowland Dutton, of Hatton Hall, Cheshire, date March, 1604, the following item appears: 21 apostle spoons, weighing 41 ozs., at 4/8 per oz. What would these sell for now?

A very scarce book on "The Spoon," of American origin, published in 1845, contained about one hundred illustrations of different types of spoons dating from the earliest times, showing the number of different patterns of spoons which had been introduced from time to time by enterprising silversmiths and leaders of fashion. In foreign countries spoons have also been used for centuries. In China porcelain spoons were employed until quite recent years, but chopsticks have always been used in China for eating rice and other preparations for which western peoples would require spoons.

Coming down to times when spoons were regarded as necessary table appointments, we find that certain fashions in patterns and shapes have prevailed at all periods. At the present time when there is a revival of art, and a general adoption of reproductions of all old types, it is difficult to understand how tenaciously the housekeepers of bygone days clung to the style of the period in which they lived, and even sacrificed priceless antiques in order to have their silver plate refashioned. So in the past, after the days of "seal heads" and some of the cruder patterns rat-tails came into vogue. Among the more ornate patterns which have prevailed during the past century or so may be mentioned "thread," "bead," "shell," "lily" and king's" patterns. The fiddle has had a longer and more extended life than most other patterns, and is still very generally employed for household use.

FORKS; ANCIENT AND MODERN.

"Then must you learn the use and handling of your silver forks at meals."—Ben Johnson.

In the list of jewels belonging to Piers Gaveston, the favorite of Edward II., who was executed by the discontented Barons in 1312, there was an entry referring to silver forks, which he appears to have used to eat pears with, and which were doubtless an article of luxury not generally known at that period. It seems not improbable that the fork as in this instance, may have been used at first for eating fruits; ancient records only refer to forks made of silver, and in no instance to commoner forks made of other metals similar to the records of knives and spoons.

Forks are said to be an Italian invention, and were first introduced into Great Britain by Tom Coryate, who brought silver forks from Italy to his home in Somersetshire in the year 1600, and in consequence was nicknamed Furcifer by his friends. Another record states that silver forks were used by invalids about the year 1690. A traveler who visited Venice in the early years of Queen Elizabeth records his surprise at finding each person served "with a fork to hold the meat while he cuts it." There is no authentic records of the ancients, either Greeks or Romans, using forks, but it is stated that in 1834 among other articles of silver found along with a hoard of Saxon pennies at Lavington North Wilts, several articles of personal use and adornment, including a spoon and fork, were discovered. The article in question, however, may have been used for some other purpose. A writer in the eighteenth century says that forks were regarded as luxurious toys for the great and noble in the later middle ages, and were used in eating fruits on state occasions. Forks were not used in England regularly at table until the reign of James I. There is no doubt that the use of forks was much ridiculed in England, and the fork-using traveler was spoken of with contempt. Until comparatively recent years the table forks used by the middle classes in Great Britain were made of steel, and had three prongs. Carving forks and larger forks for kitchen purposes having only two prongs. The large dinner forks commonly called table forks were introduced in France in 1645. It is said that Prince Rupert was one of the first to bring over a set into England; he bought new plates and procured twenty-four silver forks in 1670. Sixteen years later Prince George of Denmark followed his example and bought some. Sir Richard Edgcumbe, about that time procured some also. Some years ago a flat, three-pronged fork, made in 1680, was dug up in Covent Garden, London, but one possessed by the Musgrave family is the oldest silver fork made for table purposes known to exist.

The early portion of the reign of George III. was a grand time for the fork makers, and indeed, for all silversmiths, for a great impetus was then given to manufacturers of silver plate. At that time most of the forks were made with three prongs, but gradually four were found to be more convenient. For nearly a century steel table forks, with handles like the knives they were used with, were in everyday use in most of the homes of middle class Englishmen. The introduction of German silver, whitemetal, Britannia and other composite materials quickly led to the introduction of four-pronged forks in these metals similar in form to those hitherto made only in silver. Their general use quickly spread throughout the country, and now steel table forks

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may be regarded as obsolete. The patterns used in the manufacture of forks have always been in line with those of spoons and are generally made to correspond in every way with spoons and other table appointments, the prevailing styles being followed.

It would be wearisome to pursue further the tale of table cutlery and its development, as there are few matters of interest worth recording in its march and progress. It is worthy of note, however, that many persons devote considerable attention to old silver forks and spoons, and some have gathered together interesting and valuable collections of such articles.

CASH PRIZES FOR CLEVER ADVERTISERS.

We wish to call special attention to the National Sweeper Company's advertisement in this issue, which brings to the attention of the trade for the first time their proposed plan to offer monthly cash prizes for the best three advertisements of their product appearing in the local papers of the dealers handling "National Roller-Bearing" Sweepers. In this day of advertising all live dealers take advantage of every advertising plan or scheme that they possibly can, and the dealers are coming to appreciate more and more every day the value of the assistance in the advertising line offered by the manufacturer, and are readily giving such manufacturers preference.

The plan of the National Sweeper Company is, so far as we know, original. We have never come in contact with anything like it. It is certainly unique and shows not only an unbounded faith of the National Sweeper Company in their product, but their extreme willingness to assist the dealer in advertising "National Roller-Bearing" Sweepers. Every live advertising manager can benefit by studying the plan, if nothing more, and those who take advantage of the offer made by the National Sweeper Company do not only have thirty-six chances in a year to get a cash prize, but they have the benefit of the ideas and thoughts of the numerous other advertising managers, copies of whose advertisements will be furnished them from time to time, but it will increase the sale of this profitable line for their firms. The National Sweeper Company has led in advertising plans ever since they started in business, four years ago, which has much to do with the wonderful progress they have made, and the establishment of their product on a substantial basis in all parts of the world. Write the National Sweeper Company for full details. We assure you they are interesting.

LONG ESTABLISHED BUSINESS TO BE CONTINUED.

New Partnership Formed Under the Old Name To Continue the Business of the Metal Jobbing House of Bruce & Cook—Is the Oldest Establishment of Its Kind in the Country.

Owing to the death of Spencer A. Jennings, formerly the senior partner of the firm of Bruce & Cook, the old partnership existing between the members of this firm has been dissolved and a new one formed by the surviving members. These members are Philander R. Jennings, Frank C. Jennings and A. Gardiner Cooper, and they will continue to conduct their business under the old firm name of Bruce & Cook.

The metal jobbing house of Bruce & Cook is the oldest of its kind in the country and undoubtedly the best known. It was established way back in 1812 by John M. Bruce on part of the same site now occupied by the firm—Nos. 186, 188 and 190 Water Street, and Nos. 248 and 250 Pearl Street. Some years later Mr. Bruce associated his sons with him in the business and in 1854 the late John C. Cook became a partner and the name of the firm was changed to its present style of Bruce & Cook. Later on the Messrs. Jennings and A. Gardiner Cooper became partners in the firm.

During all of its long life this house has done a large business and has been exceptionally prominent in its line. The members of the firm have always been very progressive and the secret of their success has been due largely to this fact. They have carried on a large importing business and for many years brought over an important part of the tin plate used in the United States. They continue to make large importations of specialties in the metal line. They handle metals of all kinds, tin plate, sheet iron, sheet zinc, block tin, solder, wire, copper and metal working tools and machinery. Under the management of the present members of the firm probably as large and as extensive business as ever will be carried on, while the excellent reputation which the old house has had for years will without question be retained.

THE ENLARGEMENT OF THE GOULD MFG. CO.'S WORKS.

The Gould Manufacturing Company, of Seneca Falls, N. Y., has come into possession of a large tract of land adjoining their No. 2 works in the Second Ward. The purchase includes about twenty-two acres of the Heath farm, for which Mrs. Mary J. Heath received $9,000. The entire purchase of the company consists of about forty acres lying contiguous to the original plot of ground on which the No. 2 works were erected, and is to be made available for the uses and requirements of the company's proposed enlarged works. The necessity for increased and more convenient facilities for manufacturing has been felt by the company for a long time past, and it is not surprising that it is availing itself of all the advantages of modern methods for manufacturing. The No. 2 works of the company, as large and efficient and well equipped as they are, are totally inadequate to meet the demand for their products. Should the Lehigh Valley Railroad fulfill its option of purchasing the present large warehouse of the company in Bayard street, as is now contemplated, the facilities of the concern would be so reduced as to require the removal of much of its machinery to other and better quarters. The whole scheme of enlargement contemplated by the Goulds is on an extensive scale, and when completed will add greatly to the manufacturing interests of the town. The dominant force in this project of enlargement is Mr. S. S. Gould, president of the company, who has exhibited a degree of aptitude and ability in the management of the business of the company most gratifying to the people of Seneca Falls.

AD. WRITING.

It requires time and patience to write a good ad. You have seen many good, catchy, smart ads in the newspapers, advertising a remedy, some new household devices, or a new food or cereal; you have thought them good and clever; they perhaps have appealed to you to the extent that you have purchased the article from the strength of this clever bit of advertising; but never for a minute think that the ad. was written off-hand on a piece of wrapping paper with a dull lead pencil. That same ad. which appealed to you quickly, that you read and digested in half a minute, probably took weeks to prepare, encyclopedias were searched for a name, the opinions of clever men were passed upon it, phrases were constructed and abandoned, long sentences were boiled down, it was written and re-written, words were crossed out and others inserted, different sized types were tried, valuable time was spent, until finally the right combination was formed; then, behold, the finished ad. It appealed to the public, it touched the spot, it made something famous. You will notice that the ads. that appeal to yourself are the ads. that are made up of simple words and simple sentences. There are some advertisers who use such profound knowledge in the phraseology of an ad. that they forget all about their argument. *Why?* The public want to know *why* they should come to you for anything; there *must* be some argument in your favor; now *what is it?* In all of your advertisements think before you speak.

All men have an inherent faculty for advertising, from the farmer who tacks a sign on his fence, "PIGS FOR SALE," and thus brings the fact before the passers-by, to the politician who spreads broadcast his photograph to advertise the fact that he is a candidate for election; each in his own way thought out the best way to reach the people.

The more one writes ads the more interesting it becomes; get in the habit of employing your spare moments in writing copy; you will find that if you spend more time in the preparation of your ads the public will spend more time in reading them. During the day around your business, as thoughts come to you, jot them down (do not try to remember them; you can then at your leisure embody these ideas into an ad that will bring results.

Lay out your space twice the size your ad is to occupy; thus you have plenty of room to write a plain copy Around this space draw the border you have selected; you get an idea by doing this how your ad will look when printed. Furthermore, it is a good copy for the printer to follow. Write at least one ad each day. Keep on hand a reserve copy of at least a dozen ads; occasionally you require an ad in a hurry; this reserve copy will come in handy. Learn the terms used by printers. Use good paper; write with ink; write on one side of the paper only; insist on the printer following copy; get a proof of your ads; correct them; and, lastly, be in earnest about your advertising.—*The Optical Journal.*

PROOF.

What "proof" means as applied to the quality or the measurement of the strength of whiskey is not understood by many people. The standard of the United States revenue is a liquor half of which by volume is alcohol. This is 100 proof. If a whiskey, then, is described as 90 proof, it means that it contains 100 measures of water and 90 measures of alcohol. Whiskey of 100 proof contains equal measures of each. Whiskey of 120 proof contains 100 measures of water and 120 measures of alcohol.—*Kansas City Journal.*

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WESTERN HARDWARE BUSINESS GOOD.

(From Our Regular Correspondent.)

As one travels West fewer complaints are heard of poor business or slow collections. Indeed, the general conditions are better in some parts of the West than they have been for years. This is especially true in the State of Idaho and parts of Utah. One Hardware jobber of Salt Lake City spoke of the activity in business thus: "Here in Utah, as well as in Nevada and Idaho, during the past eighteen months many new mines have been opened. Most of these are low-grade ore, which, to be worked successfully, must be worked on a large scale; and thus a large amount of employment has been found for labor. The farming and fruit raising in the same States has been developed, and these products have found a ready market. And now, with the Federal Government taking up the problem of irrigating these desert lands, a new and greater stimulus has been given to farming and fruit raising in this Western country." Few Eastern people realize what irrigation means to the West. Land on which sage brush only grows—a desert, wild country—with irrigation becomes wonderfully fertile, and often in Utah three crops can be produced, where before absolutely nothing grew. And the undertakings are so large (some of the canals planned by the United States Government being from thirty to fifty miles long, twenty feet wide, and four to six feet deep)—so great an undertaking that private capital could not do the work. This work by the Federal Government, now well started, is bringing many settlers of a very desirable class into the far West—is already making an increased demand for building materials, for Hardware made in Connecticut, for Saws made in Philadelphia, for all kinds of goods manufactured in the East; so that the money loaned by the Government for this work is not alone helping the arid districts and the people of the West, but the effect for good is far-reaching.

The making and passing of the Irrigation Bill by Congress, and the signing of the bill by the President the making of that law, has done more, and will do more, for the West and for the entire country than any previous act of Congress for many years past. It is doing much now in this country to prevent the hard times due in 1904.

In Idaho about every third man one meets either talks mining or irrigation, and some both. Boise, the capital and largest city in the State, is a hustling, wide-awake town of about 14,000 people. It is famous for its natural hot water city heating plant, and also for its large Hardware stocks. The total amount of Hardware, Mining Tools and Implements probably is greater than in any other city in the world of Boise's size.

In explaining this Mr. Teller, of the firm of Fletcher, Eastman, Teller Co., said: "We are a great distance from the big cities; there are no other large stocks between Denver or Salt Lake City east, and Portland in the west; the country here and all between these points is fast being settled, and Boise is the natural supply market. In mining supplies it is absolutely necessary to have the goods on hand, which are generally wanted in a hurry by mining companies. They are people who will not wait." The Fletcher, Eastman, Teller Co. occupy a large double store, running back through the block, besides having two warehouses stocked to the roof with Wagons, Mining Tools and Implements. A large business is done in Stoves and Ranges, especially in their country trade. Both wholesale and retail trade is carried on, Fletcher, Eastman, Teller Co. going into Sporting Goods, Powder, etc. Mr. Fletcher, the head of the concern, is one of the best-posted Hardwaremen in the State, while both Messrs. Eastman and Teller are young, pushing, enterprising, good business men—a combination that's hard to beat.

The only exclusively wholesale Hardware house in the State of Idaho is the Northrop Hardware Co., of Boise. This concern proved their enterprise and push two years ago, when a fire completely destroyed their warehouse and most of their stock. Within two days a new building was under way, and within a week's time the Northrop Hardware Co. were again doing business. Four traveling men represent the firm in central and western Idaho, working the territory closely. The new warehouse now occupied by the Northrop Hardware Co. is a model of modern mill construction, light and roomy. A siding from the Oregon Short Line Railroad runs along the rear of the building. A special effort is made to ship goods the day the order is received, and a good business is being done. Each year new lines are being added, and the business is being enlarged. The Northrop Hardware Company are successfully competing with the largest Hardware jobbers in the country.

Doing a nice retail business in Boise, the Kerr Hardware Co. carry a good stock. The store is well arranged, and a special feature is made of the window display.

Another retail concern of Boise is Loree & Son, which firm occupies a large, well-lighted store, and carry an extensive line of Stoves and Ranges, in addition to general Hardware.

One of Boise's large concerns is the Coffin-Clinton Hardware Co., the arrangement of whose store is especially good for the wholesale and retail business. From the rear all shipping and receiving is done, and by thus keeping the retail separate from the wholesale department, the business is carried on in both departments without a hitch. J. E. Clinton, Jr., who is vice-president, said that trade was good and no complaint could be made of the general business outlook. An extensive stock of Implements and Mining Tools is carried, in which goods the Coffin-Clinton Hardware Company do a large business.

The Marshall-Belcher Hardware Co., of Pocatello, Idaho, are a pushing, up-to-date concern. Each month a large poster or circular is issued by the concern, illustrating and describing new and seasonable goods. These are circulated all through the southern part of the State, and are found to be good business bringers. The Marshall-Belcher Hardware Co. make a specialty of Plumbing and Heating Supplies, carry a good line of Sporting Goods, and a complete line of Builders' Hardware.

A. B. Bean & Co., of Pocatello, Idaho, do a large retail business and have a well-arranged store. One side of their large store is devoted to shelf and builders' Hardware and Tools, while the opposite side, on attractive shelving, is displayed Kitchen and Agateware. Mr. Bean said that business was good, and judging from the number of customers one Monday morning recently, your representative would say that it was exceedingly good.

The City of Salt Lake can boast of many attractions. It is famous for some great buildings, its beautiful streets, and for the largest retail one-floor Hardware store probably in the world.

The Salt Lake City Hardware Co. are now well settled in their new store, one large room eighty-five feet by two hundred feet long, a floor space of 17,000 square feet. Everything in Hardware and kindred lines is carried, and a good retail business is being done by the Salt Lake City Hardware Co.

Another of Salt Lake City's well-conducted Hardware stores is that of the King Hardware & Stove Co. Large windows are used to good advantage in displaying Hardware. In speaking of window display advertising Mr. King said: "That merchant who neglects to use his windows is slow. Newspaper advertising is good, but articles displayed in the window make business for Hardwaremen with a class of customers who never read a newspaper advertisement.

K. A. Andrews started a few years ago in a small way in the Hardware business in Salt Lake City, and by close attention to business has succeeded in building up a good retail trade. Mr. Andrews makes a specialty of Cutlery and Small Tools.

Most of the Hardware stores of Salt Lake City do some jobbing business, but there is only one exclusively wholesale concern in the city—in fact, the only one in the State—the Strevell-Patterson Hardware Co. Starting in the wholesale Hardware business about two years ago, the goods from this concern are now shipped into three States, the firm being represented on the road by seven hustling salesmen. The store and warehouse of the Strevell-Patterson Hardware Co. is unique, being formerly used for a general market. The stock being all on one floor, no time is wasted in getting out orders, and there is no expense for elevators. The concern makes a special effort to promptly ship orders complete, and in this way are building up a good trade.

The city trade of Ogden, Utah, is closely looked after by Wheelright Bros., who carry a large stock of general Hardware and make a specialty of house-furnishing goods and crockery. Mr. Wheelright said business was good and that the outlook was very satisfactory for Fall and Winter trade.

The building of the new railroad southwest from Salt Lake City into Los Angeles, Cal., by the Oregon Short Line interests, will open up a great mining country and will help to make Salt Lake City more of a jobbing centre.

Here in Salt Lake City, as in most of the larger Utah towns, the stores of the Zion Co-Operative Mercantile Institution handle a good line of Hardware. This department of the Salt Lake City store is very well arranged, the store having up-to-date fixtures and the goods being well displayed.

Manufacturing is as yet a secondary industry of Utah, but great strides are being made in this line, woolens and beet sugar now being made on quite a large scale here in the Salt Lake Valley. It seems that it will be only a question of time when the Hardwaremen here will carry a complete line of Mill Supplies.

HAMMERNAIL.

He Couldn't Have Meant It.

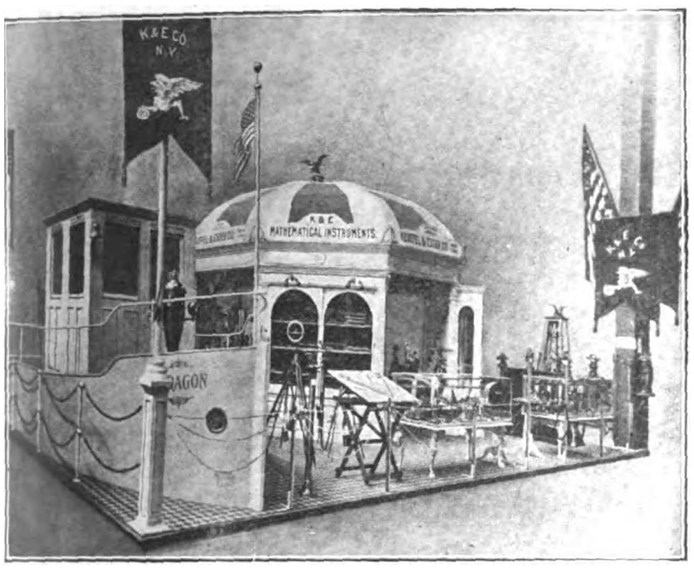
Janitor—I'm going to make it hot for you.

Tenant—But isn't that contrary to your usual custom?—*Town Topics.*

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THE WORLD'S FAIR EXHIBIT OF KEUFFEL & ESSER.

The exhibit of Keuffel & Esser Co., of New York, at the World's Fair, St. Louis, is located in the Palace of Liberal Arts, block 43, in the centre of the building. It occupies 1,500 square feet of space, and as will be seen by the accompanying illustration, it is very artistically arranged. It contains an exhibition of almost all of the products of the factories of this well-known firm, which are said to be the largest of their kind in America. The exhibit consists of surveying instruments of all kinds,



THE WORLD'S FAIR EXHIBIT OF KEUFFEL & ESSER.

draughting instruments, furniture of the draughting room, blue print material and apparatus, including frames for printing by electric light, all kinds of nautical instruments, measuring tapes of great variety, instruments for Forest work and a number of very interesting articles for military purposes now being furnished by this firm to the U. S. Army and Navy.

A DESIRABLE MOVEMENT BEING AGITATED.

The question of forming Supply and Machinery Dealers' Associations in the North, East and West, similar to the Southern Supply and Machinery Dealers' Association, has been given very careful and serious consideration for some little time by quite a large number of the supply and machinery dealers from various sections and we are pleased to state that from the encouragement which has been received, it has been decided to take steps to perfect the organization.

The first and most important step in consummating the preliminary arrangements was to secure the services of some one to act as promoter and organizer. They were all familiar with the very thorough manner in which C. B. Carter, of Knoxville, Tenn., has handled all the details connected with this preparatory work. Mr. Carter is secretary-treasurer of both the Southern Hardware Jobbers' Association and the Southern Supply and Machinery Dealers' Association, having served the Hardware Association for nine years and the Southern Supply and Machinery Dealers' Association since it was organized. He has also had considerable experience in association work in other lines and is regarded as a very thorough and efficient association man.

It has been deemed advisable to call a meeting of the supply and machinery dealers in Cleveland, Ohio, on the 18th and 19th of October, and to this end Mr. Carter will open correspondence regarding these details, etc., with the hope that dealers will promptly and cheerfully answer any inquiries which may be addressed to them, and can see their way clear to attend the Cleveland meeting at the time fixed, and eventually become a charter member of the association. An organization among the machinery dealers in the North, East and West will result to the advancement of their line of business and prove highly remunerative to the individual member.

MEASURING BINDER TWINE.

J. L. Haycock, Canadian inspector of binder twine, gives the following simple rule for determining the length of twine in a ball:

"Take a sample ball, press the strands close together, and note the number required lying side by side to make an inch. Every strand within the inch will represent 50 feet in the pound. If 10 strands lying side by side make 1 inch, then a pound will contain 500 feet; if 11 strands, 550 feet; if 12 strands, 600 feet, and so on. Having this rule in mind, any one can test his twine for length, and need not be duped by short measure."

MODERN TOOLS AND SKILLED MECHANICS.

BY JOHN DRUMMOND.

Is the modern mechanic less able as a craftsman than the mechanic of old? Have modern equipment and method stunted his growth? Or is it mere excess regard for the glory of the good old times that makes one apt to magnify the labors of the pioneer? A professor has recently made some comments upon educational questions and finds fault with the acquirements of the average college product. One of his critics says that the American schoolboy has before him the best text books in the world, and study is made as enchanting as play, more attractive than any recreation of the old-time schoolboy. It is further asserted that there is a drawback to this; "just as the perfection of watchmakers' and machinists' tools has wrought a diminution of skill, so that the clever and resourceful mechanic of former days is becoming rare and more rare, so the very improvements of our text books have perhaps worked harm."

The clever and resourceful mechanic lives wherever a toolmaker or any other machinist is turning out special work at short notice with regular shop equipment. Many mechanics are but "handy" men with a majority of "unhandy" traits. They are developed in one direction only and crippled in all others. They may drill or bore with judgment and precision, but come to grief with further demands upon their reserve skill. Some of the machines they handle, and handle successfully, were beyond the facilities of the old-time machinist. These tools have supplemented his efforts; they have taken a good share of his training and embodied it in metal, and the product of the machines is held uniform to a degree unknown to the old-timer. The machinist trained to the expert working of metal to exact dimensions works naturally away from the position of a mere attendant upon a machine. His stock of experience looms large with the building of intricate mechanism, fixtures and tools of precision, and here his resource and skill are fertile in the application of means to ends. The greater facilities of the modern shop enlarge his opportunities and cut down the outlay of time. In fact, the main advantage of the latest tools is not that they remove the labor exactions, but they enable the workman to do more, and hence so much more should be accomplished.

It is true enough that the old mechanic was able to do a great deal. He made his steam pipes of lead, his connecting rods of wood, his main shafts of cast iron, and they made mechanical history. The lathe was his mainstay, and it is yet the principal shop tool. It was at once boring machine, driller, miller, slotter, gear cutter and dividing engine. And there are shops that still work out the salvation of some unusual job by a revival of an old trick with the lathe. I have all the admiration in the world for the pioneer machinists, but I am not ready to admit that the chance for mechanical resourcefulness passed away with the later tools. They have given us a longer reach in the struggle, but we are expected to grasp and hold all that we can yet grip with handicraft. We have simply increased our means to do things, and men alive to the situation have a better chance. Skill is not a matter of tools only. The fountain pen will not spell better than a quill. Tool improvement certainly means very much to the expert and resourceful. It diminishes the drudgery of the work and leaves the astute craftsman greater freedom in the assertion of his superiority. And no one technically familiar with the very tools which are popularly supposed to prove the opposite, will be ready to admit the inferiority of modern mechanics.

The passing of the chipping tools, the cold chisel and hammer, has come with the advent of pneumatic equipment and the keyseater. The ability to cut a long, straight groove in short order is of little account compared with the demands of other tasks. The latest machinery of the shops is designed for the drudgery of repetition, the cutting of the simpler shapes with minimum demand for each piece of work, and therefore a greater product. The few tools of the early workman are now increased by an elaborate array of mechanical aids that, far from doing away with resourcefulness, increase the general scope and working power of designer and mechanic.—*Iron Trade Review.*

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"So you want to marry, young man, do you?" said the bank director.

"Yes, sir," replied the bank clerk.

"What salary are we paying you?"

"Nine hundred dollars a year."

"Don't you know we have adopted a rule that no clerk in our employ shall marry unless he has at least $1,000 a year?"

"Yes, sir, but it's your daughter that I want to marry."—*Chicago Tribune.*

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IMPORTS OF EGYPT.

(From United States Vice-Consul-General Murphy, Frankfort, Germany.)

Egypt's importation is constantly increasing and the country offers a good market for American manufactures. The imports of metal wares (machinery, cutlery, tools, ironware, etc.) into Egypt in 1903 amounted to $11,213,885. About half of these imports came from England, but Germany, Belgium and France also participated in the trade to a considerable extent. The United States does not appear to be represented in the Egyptian market, according to a statement of the German Consul at Alexandria, who gives the sources of Egypt's imports of metal goods in 1903 as follows: Great Britain, 49.6 per cent; Belgium, 20.6 per cent; Germany, 17.7 per cent; France, 8.9 per cent; Austria-Hungary, 1.7 per cent; other countries, 1.5 per cent. The gain in the importation of metal wares in 1903 over that of the preceding year was $2,585,115. The importation of iron bedsteads increased largely.

Egypt's imports of textiles in 1903 were valued at $24,785,880, which was about one-third of the total value of the country's imports. Great Britain's share was nearly $15,000,000; Austria-Hungary's, $2,186,000; France's, $2,035,000; Italy's, $1,780,000; Turkey's, $965,000; that of English colonies in Asia, $965,000; Germany's, $955,000.

Most of the textiles imported by Egypt being cotton goods, the United States should be one of its chief sources of supply. During recent years Germany, Austria and Italy have become active competitors of England in supplying the textile goods used by Egypt, as the manufacturers of these countries take pains to suit the taste of buyers. Belgium has also entered the Egyptian market as a seller of textile goods.

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REVIEW OF THE MARKETS.

WIRE NAILS.—Demand is exceedingly good, although not so large in volume as to cause surprise. Orders are coming in to the mills to complete assortments and average up broken stocks. Markets firm at present prices. Carload prices are availed of by carload buyers, whether jobbers or retailers. Quotations are as follows: f.o.b. Pittsburg, 60 days or 2 per cent discount for cash in 10 days.

Carload lots	$1.60
Less than carload lots	1.65

New York.—The trade for September was regarded favorably by the jobbers, the trade within fifty miles of New York having purchased freely in fair quantities. The market is firmly held at present quotations. Quotations are as follows:

Single car loads	$1.79½
Small lots from store	$1.85 to $1.90

CUT NAILS.—There is a moderate demand for Cut Nails and prices are nominally held at association quotations, which are as follows: $1.60 and $1.65 for carload lots and less than carload lots, respectively. In the East there is no difference in price between Steel and Iron Nails, but west of Pittsburg, Iron Nails are quoted in carload lots f.o.b. Pittsburg at $1.65, and less than carload lots at 10 cents advance.

New York.—A moderate amount of business is the feature of the local demand. Prices are held firmly at the quotations below. Carload on dock, $1.74. Less than carload on dock, $1.79. Small lots from store, $1.85.

BARB WIRE.—Trade in the West and South is large and increasing in volume, but the demand from the East is inclined ot be moderate. Orders are still confined to the ruling limiting them to 30 days ahead. Quotations remain as follows: f.o.b. Pittsburg, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1.90	2.20

SMOOTH FENCE WIRE.—Demand for fencing purposes is large and representing current requirements is considered good. Orders for regular wants are up to the standard. Quotations are as follows: f.o.b. Pittsburg, 60 days or 2 per cent discount for cash in 10 days.

Jobbers, carload lots	$1.45
Retailers, carload lots	1.50

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire takes the usual advance.

COFFEE MILLS.—Manufacturers of box and side coffee mills have advanced prices nominally and are endeavoring to arrange list prices that will be uniform. The quotations are firm in tone.

STEEL GOODS.—The American Fork and Hoe Co., Cleveland, Ohio, have issued a catalogue which gives the goods made by their associate companies. They have revised their lists and the new prices are announced. The company has changed its method of quotation. They have now no printed discounts, but name written prices to each jobber, leaving the selling quotations to be made by the jobber. Steel goods will be handled by the jobbing trade as other goods are.

SHOT.—The following advanced prices for Shot are announced under date September 27, terms net cash, 30 days, or 2 per cent discount for cash in 10 days, with the usual abatement on orders for ton lots and upward, shipped at one time:

Drop Shot, sizes smaller than B, per 25-lb. bag	$1.65
Drop Shot, B and larger sizes, per 25-lb. bag	1.90
Buck and Chilled Shot, per 25-lb. bag	1.90
Dust Shot, per 25-lb. bag	2.25

HICKORY HANDLES.—A new list on Hickory Handles has been adopted by the members of the Hickory Handle Manufacturers' Association. This list, which has just been announced, is dated September 10. The list is materially higher than the one it supersedes and is subject also to larger discounts, the result being, however, a considerably higher price for the goods. As a general price to the smaller trade 60 per cent discount may be named.

HATCHETS.—Reduced prices are announced on purchases of Hatchets not later than November 15, with somewhat higher prices covering the period from November 15 to December 31, such later prices, however, being slightly lower than those now in force. These new prices are also subject to the rebate to be made for good behavior by the commissioner. A similar reduction in price as an inducement to early ordering, is made in regard to goods sold at net figures.

CRADLES AND SNATHS.—The list for Cradles and Snaths for next season is substantially the same as for last season, but a different arrangement of discounts is announced as indicated by the following prices for the smaller quantities of goods:

	Discount.
Grain Cradles, less than 6 dozen	40 and 12½%
Grass Snaths, less than 20 dozen	45 and 10%
Bush Snaths, less than 20 dozen	45%

CORDAGE.—The following prices represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½
No. 2 Manila	10¼ and 10¾
Pure Sisal, 7-16 inch and larger	9
No. 2 Sisal, 7-16 and larger	7½

LINSEED OIL.—Under date of October 4, the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....42 cents per gallon.
In lots of 5 barrels or more.....41 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.

Calcu'a Oil.....55 cents per gallon.

THE PITTSBURGH TRADE.

The improvement in business noted in our last letter continues, and grows as cooler weather approaches. During the past month orders have been placed that will keep the wheels moving in mills and mines almost to their capacity. Our manufacturers neglected export business during the rush years, but are now reaching out for it, and are not likely to let it get away from them again. Later reports from the West indicate a large crop of corn now safe, and the good price for wheat will put consumers in splendid financial condition, so that the doemstic demand for Pittsburgh products will be large. Railroads are again making improvements, and as they take forty per cent. of the output of the steel mills, this is another large consumer to supply. The Merchants and Manufacturers' Association of Pittsburgh will have their second excursion on the 19th to 24th of the month. Southern Ohio will be visited this time, and it is expected that a large delegation of merchants will go. Pittsburgh wants to let people know she is alive and a good place to trade.

Logan-Gregg Hardware Co.

THE DAVENPORT TRADE.

The Sieg Iron Co., the well-known iron and heavy Hardware house, who have been doing a profitable and constantly increasing business in Davenport for more than a third of a century, has passed into other hands, who will continue the business under the same name. About thirty-five years ago, Reinhold Sieg, a wealthy retired tobacconist of this city, and A. F. Williams, who for many years had been a successful traveling salesman for Sickels & Preston, formed a co-partnership under the name of Sieg & Williams. After the death of Mr. Williams, in 1888, it was incorporated under the name it still bears. Reinhold Sieg, its first president, occupied that position until removed by death; this was also true of the second president, A. L. Bollinger. The third, a very prominent and successful business man, Paulo Rodewig, who has just retired, the vacancy being filled by the election of Hon. James W. Bollinger, who is at present also Judge of our District Court and the son of A. L. Bollinger, who was a prominent stockholder and for many years the active business manager of the Sieg Iron Co. With the exception of the stock held by Judge Bollinger, which was formerly owned by his father, the balance has been sold to employees. The names are: R. R. Englehart, Harry Englehart, Frank Yetter, Fred. Yetter, Frank Reavy, E. W. Sass, E. B. Hayes, W. P. Hummel and W. A. Gray.

Following are the officers: President, James W. Bollinger; vice-president and manager, R. R. Englehart; secretary, Frank Yetter.

Notwithstanding they occupy a storeroom of four floors, 150 feet by 44 feet, on the corner of Third and Main Streets, and an

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extensive warehouse on Fifth Street, with railroad track conveniences, they still find themselves congested for room and are about to erect a large, modern, up-to-date building, which will be one of the finest in the middle west.

Their store is only one door from ours. For thirty years they have been our neighbors and if there has ever been other than the most friendly feeling existing between the two houses, we have not known of it. We are very glad to have this opportunity to wish the new owners the full measure of prosperity, that their loyalty, energy and faithfulness as assistants in the concern so justly entitles them. Their well-directed efforts at lieutenants has done much to place the Sieg Iron Co. on the high plane that it now occupies in the business world, and this experience will insure its successful management in the future.

Orders are numerous, but the quantities are small, indicating the hand-to-mouth policy in buying is again with us. It would be difficult to explain why this is true, or to give a good reason for the present condition of trade. Crops are good and prices are high. There is the usual amount of building; weather propitious for outside work of all kinds; the mills and factories are busy; the arsenal pay-roll is large, and good health prevails generally throughout this locality.

There is very little said and no excitement whatever incident to the coming Presidential election, which has usually interfered more or less with trade. The banks report money scarce on account of the large amount of building, and the amount used in moving the large crop, which condition is augmented by the scarcity of cars to transport the products of the farms, although there is still ample to transact legitimate business at an advance in interest rates of a half of one per cent over the corresponding period of a year ago. One more week of continued favorable weather will place the corn crop beyond the reach of frost, and then we will all breathe easier. Collections hardly satisfactory.

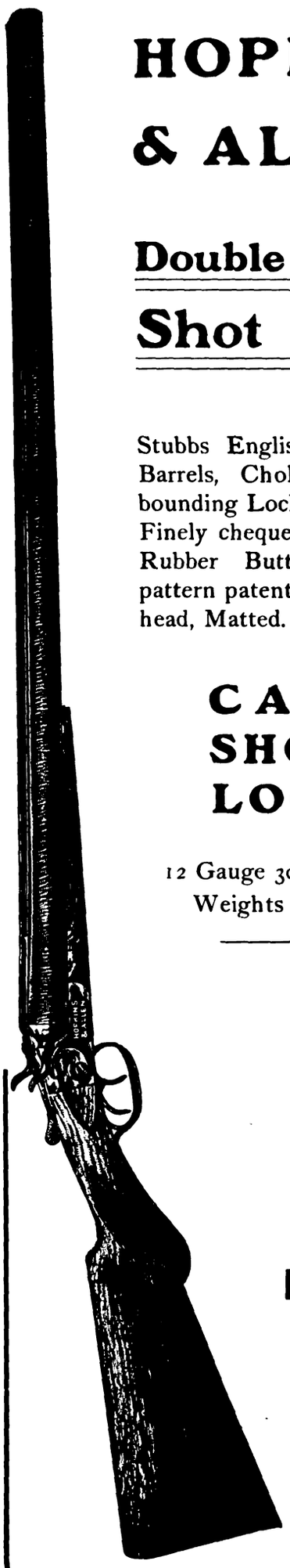
Sickels, Preston & Nutting Co.

THE GRAPHITE TRADE.

We have no complaint to make on the volume of business for the nine months of 1904. Collections have been a little bit slow, but they have nevertheless been quite satisfactorily made. For October, November and December, the promise for good business is certainly very bright. Any one passing along on the Pennsylvania Railroad will see that each year we add to the Dixon plant, and this means only one thing—an increase of business. It takes at least a half-century for the buying public to really appreciate and get acquainted with any good thing, but people every day are getting better educated as to the value of graphite lubricants. Invention is keen in the matter of the vices for feeding mixtures of oil and graphite, and the result is that force feed lubrication is commanding the attention of the public, and with force feed lubrication there is a positive certainty of a greater use of flake graphite. The chief difficulty in the past has been to get flake graphite to the cylinders of engines where it is sadly needed in these days of increased power and speed, and severe conditions. Joseph Dixon Crucible Co.

THE PHILADELPHIA TRADE.

The fall campaign is now on in earnest. Vacations and county fairs have had their day, and once more we are all actively engaged in the pursuit of trade. It is pleasant to report there is a general response. Stocks are evidently low, as shown by the frequent and well-assorted orders now coming in from almost all sections, while the demand for nails and wire has been so greatly stimulated by the lower prices announced a few weeks ago that the output has been phenomenal, and far in excess of the usual trade at this season of the year. Prices on other lines remain without important change, for while there are some declines, they are frequently offset by advances, so that it is difficult to tell what shape the market will take. Cotton is still so high that braided sash cord has made another advance, and all goods in which cotton is a factor are much firmer in price, if not actually higher. For some time coffee mills have been sold, according to the manufacturers' claims, at unprofitable prices, and a heavy concerted advance has just been made in this line. The steel goods combination has announced new prices on forks and hoes for the coming season, and an advance has been made on leading goods, such as hay and manure forks, etc. Shot has also scored an advance, so that the market cannot be said to be one-sided. Collections are improving, and there does not seem to be much reason why they should not be considerably better. Labor is apparently still well employed, while lower prices on materials are doing something to stimulate building operations, so that on the whole the prospect appears to be fair for the balance of the fall. Biddle Hardware Co.



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels.
Weights 7¼ to 8 lbs.

PRICE
$16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.
NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

PACIFIC COAST TRADE.

After the usual summer lull in trade, fall business has opened with as much activity as last year. 1903 was a banner year for most Pacific Coast Hardware men, and this year's business is not much behind. Conditions are much better here than in the East, and all fall goods are moving well. This is especially true in builders' Hardware, the demand from the country trade being unusually large.

In San Francisco there is at the present time a large number of building contracts being made, and the local city business is good. Market street of San Francisco is certainly the retail Hardware center of the city. At 414 is located the Osborn Hardware and Tool Company. In addition to general Hardware a very extensive line of Paints and Oils is carried, and an up-to-date Sporting Goods department has recently been opened. The store of the Osborn Hardware and Tool Company is well lighted and stock is attractively displayed. J. P. Eisenmann is president, P. J. S Eisenmann is treasurer, and S. M. Scott is manager. Mr. Scott, who is a close observer of business conditions, said that the outlook was good on the coast for Winter business.

S. J. Dean, at 1502 Market street, conducts one of the best retail Hardware stores on upper Market street. By close attention to business Mr. Dean has succeeded in building up a large, profitable retail trade.

There seemed to be a large amount of business being done at the large warehouses of the Pacific Hardware & Steel Co. This concern is pushing out for an export trade and is building up a good business in Mexico and the East.

L. A. Wolff, of 516 Mission street, is closely identified with the Hardware business, being Pacific Coast agent for a number of Eastern manufacturers of Specialties and Sporting Goods, carrying a complete stock of Fishing Tackle and Sporting Goods.

Baker & Hamilton operate two wholesale warehouses. From the one in San Francisco general orders of Hardware and Gun Goods are shipped, while from Sacramento heavy and bulky goods are handled, such as Bicycles, Wagons and Implements, of which goods Baker & Hamilton are large wholesalers.

The Schaw-Batcher Hardware Co. of Sacramento do a large local jobbing business. The salesmen for this concern travel Northern and Eastern California, and reach into Nevada points. Mr. Schaw said that business was good, and that a very satisfactory trade was being done in the Riveted Iron and Steel Pipe which the firm make in Sacramento.

The local Hardwaremen of the smaller towns on the coast are feeling the benefit of the rapid settlement and growth of the coast country.

Cramer Bros., of Grant's Pass, Oregon, reported trade as very satisfactory, and a good demand for building materials.

The opening of the new gold mines at Goldfield has brought a good business to the Hardwaremen of Reno, Nev. The Nevada Hardware & Supply Co., located at 125-127 Virginia street, carry a large line of Mining Supplies, in addition to general Hardware. The store is large and well stocked.

Another of the large Hardware dealers of Reno is B. J. Genesy, whose store is located at 222 Sierra street. Guns and rifles are carried, but other Sporting Goods are not handled by Mr. Genesy, or by any of Reno's other Hardwaremen.

HAMMERNAIL.

RURAL MAIL BOXES.

That the rural free delivery system has come to stay, and that it will continue to be enlarged is evidenced by the fact that the government has appropriated twenty-three and one-half million of dollars for maintaining the present service and establishing new lines during the fiscal year commencing July 1, 1904. This means the establishment of hundreds of rural routes all over the country. Each route must supply 100 patrons, each patron must have a mail box, and these boxes must have been officially approved. We illustrate herewith one of the boxes manufactured by this concern. The Kelly Foundry & Machine Co., of Goshen, Ind., are becoming well known as manufacturers of these goods, as there are now in use of their make of boxes about 400,000, most of which have been sold through dealers. It must be remembered that a recent ruling of the Post Office Department strictly forbids postmasters or rural carriers acting as agents in the sale of Mail Boxes for profit. In view of this ruling, the business of handling mail boxes naturally falls in the hands of Hardware Dealers. This business should be especially profitable to the Hardwareman in view of the fact that he can use for future advertising purposes lists of names of patrons supplied. The Kelly Foundry and Machine Co. state that they have an excellent plan for securing this business and that they will be glad to give it to dealers on application.



KELLY RURAL MAIL BOX.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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Our Trade Mark stands for

SUPERIORITY

It points the way to good profits and increased sales in selling

WOOD FILLERS VARNISHES AND PAINTS

THAT POSSESS

CHARACTER

It makes all the difference in the world to a Dealer whether his goods are well regarded or not, for when it comes to buying Finishing and Painting materials the majority of people, after all, want the best, and if you do not have the reputation of handling superior goods, the discriminating buyers will go elsewhere.

You can get and hold the trade that is rightfully yours with the

"NICE" BRANDS

They are made and sold on honor. They possess all the qualities that your most exacting customers require and it needs no argument to convince them of this fact when once they have become acquainted with them.

Nobody ever questions the integrity of the contents of a can bearing the "NICE" label.

Catalogue "C," Booklet "Natural Wood Finishing" and Color Cards mailed on request.

EUGENE E. NICE

272-274 South 2nd St. PHILADELPHIA

SOME LIVE ELECTRIC LINES IN HARDWARE.

(Written for Hardware.)

"Press the button and we'll do the rest. If you want to bask in the rays of prosperity, why, connect yourself with the electric generator. We'll put you in line with anything from an electric piano down to an electric cigar lighter, and if there's anything else you want, why, just ask the electric man." So the talkative drummer of an electric company began as he hustled into a Hardware store in a suburban city. And without once disconnecting the current of his high tension, 2,000 volt, verbiage, he went on:

"Here's great propositions for you Hardware men or anybody else on the street. Get hold of a live electric line, and you'll get your business whirring like an electric fan in mosquito time. Electricity is the greatest thing in the world if you only learn how to use it. It will light your windows and your shop. It will heat your office. It will drive your business at 260 horse power. It will pile up your bank account, will add twenty pounds to your weight in a month. It's better for man's stomach and pocket than any breakfast food or get-rich-quick scheme onto the market.

"Look at what we have here. Here is a private power plant. It's big enough to light your store as bright as a radium glow. Connect your window lights with it, and you'll have a window display that will draw the crowd from the 'ten, twenty and thirty' theatre show down the street. Here are all kinds of switches and lights for fancy and automatic effects. Why, this plant will even turn out its own lamps when curfew rings at 9 o'clock. Just think of the many novelties that you can show up for the Christmas trade under our phenomenal and unrivalled rival of old King Sol.

"Now here's a dandy little electric heater. Put it under your desk in the cold days of Fall and Winter and laugh at Jack Frost and thumb your nose at the coal barons and other 'divine right pretenders.' Show a few samples to your neighbors, and if it doesn't draw trade, then a farmer won't pluck the rosiest apple off the tree for himself.

"Next is a dandy little electric stove. After you look it over you'll feel like telephoning for the junk man to come up and cart off your old-fashioned black coal consuming allies of King Bauer (pardon me while I kneel as I pronounce his name), and also your kerosene consuming cohorts of John D. Rockefeller. Just look at this electric stove, all of shiny nickel. Isn't it a beauty? No coal goes in nor ashes come out to mar it. There's no morning kindling to split, and no dancing around in bare feet on the cold zinc on zero Winter mornings. Just press the button even while you lie on the warm, filtered air mattress, between the antiseptic sheets, and the sterilized breakfast food and coffee less coffee will be hot and steaming by the time you're dressed.

"You might as well toss in your sad irons as a bonus to the junk man for taking off your stoves, too. Just look at these new electric irons. Why they, with our electric stoves, solve the servant girl problem, and put Maria Parloa into the garret as a factor in domestic economy. Bridget and Mary will each fall so much in love with our simplicity ironers that the family linen will be tucked away in the chiffoniers twenty-four hours after wash day, and there'll be no more excuses of staying away from church Sunday morning because there isn't a clean pair of stockings or a clean handkerchief in the house. John Chinaman, too, will be driven out of business, and will hustle back to the Flowery Land to chase the Russians.

"I tell you, our electric irons are corkers. Just turn the switch, and they'll keep at an even temperature until the last ruffle is ironed, and they glide over the starched shirt bosom like a ballet girl over a waxed floor.

'Don't these goods open your eyes? Here's some first row features. This dandy chafing dish ought to tickle any girl for a Christmas gift. She will gracefully deposit it on the parlor table, connect it with the chandelier, and if she cannot make in it a Welsh rarebit that will bring Willie right down on his knees, then she had better at once apply for a suite at the Home for Antique Damsels, or look about for a lusty boy who hasn't ruined his stomach with mangled breakfast mash.

"This electric cigar lighter ought to be an inducement sufficient to keep hubby home from the club, and if these electric curling tongs don't make wifey look ten years younger then the health culture pages of the daily papers must be carefully kept away from her. And if this electric hot pad doesn't cure baby's tummy ache, then it's safe to gamble that the little cuss hasn't got any. but has struck the midnight hour, instead of the noon time, for his lung developing exercises.

"But, say, you Hardware men want to climb right onto the auto, and stock up on a few of these electric goods. Why, they'll not only make money for you, but they'll save it. Look at this burglar alarm. It will call the police, even from their peaceful slumbers, and if you boost it up it will give any light-fingered

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gentleman a blow that would knock out Jeffries. These electric glue pots are just the thing, especially among the statesmen, and aspirants to jobs as public servants, who clip their own press notices and are amazed at their popularity. Then here are some electric soldering pots for plumbers and linemen, also soldering irons. This electric sterilizer is an A No. 1 contrivance, and if you like yours hot, especially on a cold night, here's a flask heater that will make a Manhattan bubble in about three seconds.

"Yes, my throat is a little dry, but water is good enough for me. We'll connect up this sterilizer, and kill the germs, just to show you how it works. Yes, it's getting near lunch time, too. By the way, does your hotel cook its food on an electric stove? It's the latest and best idea out.

"Can't get an order from you to-day? Let me show you some more goods. Won't? Well, I've got to catch an electric car, anyway. But let me tell you Hardware men that you ought to get connected with a live wire. These electric novelties are right in your line, and the plumbers, the grocers, and the milliners are picking them up and beating you out. Yes, I'll drop in the next time round. I'll have lots of new ideas. Electricity is the greatest thing in the world and we're only beginning to realize it. Good-bye! Don't forget our live lines." F. A. G.

THE BARGAIN SALE.

The firm that makes a practice of always heading its advertisements "Slaughter Sale," "Sacrifice Sale," or "Half Price Sale" and the like, is pretty sure of finally reaching the point where "Bankrupt Sale" is in order, with the sheriff in charge.

Some merchants seem afraid to have customers know they are selling goods at a profit. Quality, or a dozen better arguments, are unimportantly spoken of so that more space is left to dwell upon low price. Department stores offend most frequently in this respect. Many people flee from a so-called bargain sale as they would from the plague, and these are usually of the class that makes for a store's reputation.

To the average reader the different terms used to indicate bargain sales have grown into synonyms of firm names, giving a tone as distinctive as it ought to be undesirable. There is an inseparable relation between special sales and certain stores that seems to mark them as being run upon purely philanthropic principles. The thoughtful reader is left to decide between two questions: Is John Robinson's store with its wholesale price reductions and daily special sales open for the spiritual glory of its owners or are the attractions merely the wordy bait to tempt gullible customers within the store precincts? In either case there must be a loss of confidence on the public's part.

It would seem that the special sale from being an exception has become the rule with many advertisers. The questions remain as follows: How many people are deceived, to what extent and how long will they remain so? If all price reductions are as advertisers represent them, then the profits on regular priced goods must be enormous. It is quite true that goods are rarely advertised at regular prices, but the practice still accuses, for then so-called reductions, being based upon purely fictitious values, are not reductions at all. It may be that the public has been spoiled by too much bargain sale-ing; the fault seems to lie in the rivalry existing between storekeepers as to which will succeed in outdoing the other in offering bargains. On the other hand, it is a noticeable fact that the most reputable stores rarely advertise bargains and yet do a growing business. If goods are bought at wholesale to sell at a below profit figure there must be something the matter with the goods, the store, or general conditions in the retail trade. Stores whose stock is daily offered at special sale inducements are little better classed than the continuous fire sale establishments. The difference is one of name only, and the first will come to grief just as surely as the last named have ceased to find favor or credence in the public. When a legitimate reason is given for price reductions or special sales, confidence in customers is increased rather than lessened, for it can always be made plain why at certain times of year stock must be unloaded; but when the unloading occurs at the beginning of a season and continues every day to the end, *ad finitum*—the public will begin to wonder and at last lose confidence in the store's honesty and the truth of its advertising news. The fact is, wherever the practice has become the ruling principle, the advertising man is at a loss to discover new reasons to offer as riders to bargain items.

And That's No Lie.

"Why, you said you could skate like the wind, and I find you can't skate at all!"

"Well, neither can the wind."—*Browning's Magazine.*

NATIONAL'S

Cash Prizes

for

Advertising Managers

Commencing with Oct. 1st we introduce our original and unique plan of paying monthly cash prizes, divided into a 1st, 2nd and 3rd cash prize, for the three best advertisements of **National** Roller Bearing **Sweepers** appearing in the local papers of the dealers in the United States and Canada.

We have cuts of all our sweepers, also cuts illustrating the special advantages of our sweepers, which we will furnish upon request. Further; will supply cuts to illustrate any special ideas of your own.

The advertisements will be submitted to a disinterested committee of three expert advertisers of national reputation, whose decision will be announced on the 10th of the month following and our checks for the amount of the prizes will be mailed to the winners. The prize winning advertisements will be reproduced in the trade papers, also published by us together with a write-up of the winners and their firms and mailed to our entire list of customers, thereby giving all an opportunity to exchange ideas with hundreds of other advertising managers, which feature alone is worth the little trouble necessary to enter this contest.

Remember, this is monthly and not for a short period or season only. Every customer has 36 chances to win a cash prize. This is but a brief outline of our plan. Write at once for full particulars; whether you enter the contest or not. We believe you will profit by the ideas submitted.

We know that NATIONAL Roller Bearing SWEEPERS have no equal: 85 to 90 per cent of the trade fully admits that NATIONALS are superior in every respect to any other sweeper made. There is a steadily increasing demand for **National.** Let your customers know you sell them and reap the benefit for your firm.

ON EXHIBITION: St. Louis, World's Fair, Manufacturers' Building, 4th and A Streets, Block 12 A.

ON EXHIBITION: Chicago, Furniture Exhibition Building, 1114 Michigan Avenue.

NATIONAL SWEEPER CO.,

MARION, INDIANA.

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JAP-A-LAC

"WEARS LIKE IRON"

JAP-A-LAC, the new wood finish, has grown in popular estimation until to-day it is the recognized superior of all wood finishes.

We have had unbounded confidence in **JAP-A-LAC** and have backed up this faith by the expenditure of vast sums of money to make it a household word in every corner of the land.

We are still spending money for this purpose and shall continue doing so.

Watch the leading magazines and exclusive women's publications and see what we are doing.

Start with the April issues of the *Ladies' Home Journal, Delineator, Designer, New Idea, Woman's Home Companion, Ladies' World, McCall's, Everybody's* and *Good Housekeeping* and many other publications, and try to realize the millions upon millions of people who each month read at least a portion of the "Story of **JAP-A-LAC.**"

Never before was a varnish product so thoroughly known. It insures millions of sales for **JAP-A-LAC,** and you will have your share of the demand.

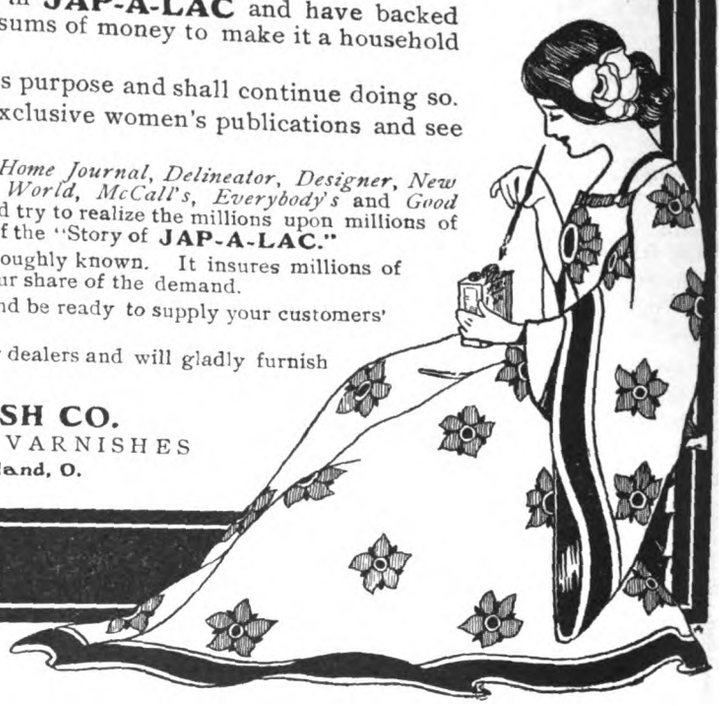
Won't it pay you to place your order now and be ready to supply your customers' wants?

We have a specially alluring proposition for dealers and will gladly furnish information regarding it upon request.

The **GLIDDEN VARNISH CO.**

MAKERS OF HIGH GRADE VARNISHES

No. 44 Williamson Bldg., Cleveland, O.



KITCHENS OF OCEAN LINERS.

Summer kitchens, with their electrical conveniences, and winter kitchens, with all that they can boast of, whether in home or hotel, fade in glory before that kitchen of kitchens, the culinary department of an ocean liner. In point of mechanical apparatus used, in economy of space, in neatness and order, it surpasses all other kitchens in the world. Nowhere else where food is prepared are there so many labor saving devices used, and nowhere else are foods more perfectly prepared or with greater despatch. The most mysterious and delicious products of gastronomic art are made in and served from the kitchens of the great ocean steamships. The most whimsical demands of the overfed gourmet will not disconcert the chef, for so high in his profession is he and so fine are the storage facilities, that whatever can be prepared on land can be prepared here. Planning and working together so that all may run smoothly in this kitchen are the steward and chef.

In reality there are three kitchens on a steamer and each is as "ship shape" as the other. "Galleys" they are called and in connection with each galley is a suite of apartments devoted to the creating of specialties. Here the confectioner and baker concoct their ambrosial mixtures. From the galleys 1,500 or 2,000 persons have to be fed for a week or more. It is no easy task to perform. In past years food for an ocean voyage meant salt meat after the first three days. Mankind to-day, particularly the men kind, will not put up with this fare, so every steamer is equipped with an electri al cold storage plant and by its means every dainty of the season can be supplied at the table of an ocean steamer.

The kitchen itself, through the main galley, reminds one of a great manufactory, so businesslike is its appearance. Every article used has its particular hook or niche. As soon as a cook has finished using anything, it goes to the dishwasher, is cleansed and put away. Nothing is left lying about, as sometimes happens in neat hotel kitchens even.

The range is an affair of forty or fifty tons in weight, and is about the size of an ordinary apartment kitchen. Frequently, at the same moment, a dozen cooks are working at it. Each one is attending to his own particular dish. On one side are the white uniformed cooks, stirring with long ladles the soup, that fills great cylindrical cauldrons, holding fifteen to twenty gallons of the liquid. Close by stand men managing a broiler that holds two dozen chops. Rolls and bread of all kinds are being baked on another part of the stove. Puddings and warm desserts are being cooked also.

Below this main galley of the ship is the source of the kitchen's bounty, the storerooms. No part of these can be more interesting than the butcher's shop, where a benchman with cleaver waits to provide whatever cut is required. Fish, game, eggs and bins of vegetables all are to be found in the storerooms, and the whole is like a great market of stalls. Where the vegetables are kept is a company of little kitchen boys, who seem to be allied to the old time spit turners. They are vegetable cleaners, who scrape away at beets and carrots when they are not peeling potatoes. This takes up most of their time, for the quantity consumed on shipboard, especially in the third cabin, is enormous.

And peculiarly noticeable is the fact that with all the cooking done there is not an odor to be detected, even in the kitchen, so perfect is the exhaust ventilation and the fresh air supply.

Everything that can be is done by machinery. All the dishes but the silver and more fragile china are washed by machinery. Eggs are boiled by electricity. When the indicator reaches the time set, an automatic arrangement lifts the eggs out of the water in their wire basket and sets them on a table. Spits for roasting are turned by electricity. There are electric chafing dishes to be used for cooking special dishes in the staterooms.

—*House Furnishing Review.*

That Saying "Stands Pat."

When one meets the tipping problem face to face he understands what is meant by the old saw, "All things come to him who waits."—*New Orleans Times-Democrat.*

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HAUTHAWAY'S STAR HARNESS DRESSING

The BEST Dressing ever produced for new or old harnesses.

Contains no acid, alcohol, or anything injurious to the harness.

Put up in barrels, half barrels, 5 and 10 gallon cans, pint, quart, gallon and half gallon tins.
Packed securely 2 doz. in a case.

Warranted to keep in any climate.

For use by all manufacturers of Harness, Collars &c., and in Livery, Express and Private stables.
Sold by Harness and Saddlery Houses in all parts of the world.

Order direct of us, or of any New York Commission House.

C. L. HAUTHAWAY & SONS
Established in 1852
Sole Manufacturers,
346 CONGRESS STREET,
BOSTON, MASS., U. S. A.

Ask for No. CC514

The October Number
of our monthly catalogue, then, will surely be the issue sent—provided, of course, we find you rated as a merchant.

The Specials
we regularly provide for merchants' use in show windows and other advertising are listed on the yellow pages in every monthly number.

These Yellow Page Items
naturally, will pull hardest in the very month for which we have provided them.

Other Reasons
there are, why the man who knows, and that is every merchant who has once tested our values, likes to make sure he gets the very latest issue of our catalogue. One present reason is a Holiday reason.

Easy Business

is the Holiday trade, if you have the goods the people want and let enough of 'em know what you have. It's "Easy Business" to have the goods the people want.
Our line of Holiday goods is the largest and most varied. On the pink pages of our October catalogue are a picture, a description and a NET price for every item in the immense line.
One cent for a postal card, a minute to write "Send me catalogue No. CC514"—

Do It Now

Butler Brothers
Wholesalers of Everything—By Catalogue Only
NEW YORK CHICAGO ST. LOUIS

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A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,

General Industrial Agent,

Seaboard Air Line Railway,

Portsmouth, Virginia.

We have a good location for your plant.

RECENT TRADE PUBLICATIONS.

THE WILCOX MANUFACTURING CO., Aurora, Ill., have recently issued an attractive pamphlet catalogue exploiting their Rolling Shelf Ladders. Besides these, this concern makes steel trolley track carrying systems, traveling cranes and hoists, steel fire-door fittings, house and barn door hangers. They state they make all kinds of door hangers, from "the best that's made" to "the cheapest that's good." Their catalogue of rolling shelf ladders not only shows excellent printing and designing, but is an actual copy of the real goods. The ladders illustrated are all modern and embody a great many unique and patented features. They are provided with rubber tires, roller bearings, and the fixtures are made almost entirely of steel. On their "Perfection" ladder and the "Omega" they claim to have one of the finest tracks for rolling ladders that has ever been placed on the market. This hard-wood track is stiffened by means of an insert of Bessemer steel, running the entire length of the track, riveted at various points and the joints dove-tailed, making same very secure. They claim it is almost impossible to deflect this track at any point, no matter what load is brought upon the ladder. Their catalogues are free upon application by writing to the above address.

THE NEW CASTLE STAMPING CO., New Castle, Pa., are the authors of an extremely high grade catalogue, it being their number three. This catalogue annuls all former lists issued by them. Prices are without guarantee and are subject to change without notice. Since the issue of their former catalogue they have increased the capacity of their factory, and are prepared to make prompt deliveries. Their factory, they state, is equipped with the latest and best appliances, and they are producing a ware that combines the best ideas of both the German and American enamelers. Their enamel is composed of the purest and best chemicals, and they guarantee it to be absolutely free from any poisonous substance. In this catalogue they show a number of salable articles they have lately added to their line, and in addition are furnishing tin covers for their seamed tea and coffee pots, straight and Berlin kettles, sauce pans and sauce pots, both with enameled and tin covers. The lists in this catalogue apply to all of the different wares they make. They state that their "Case-Lot" system, which they have lately adopted, insures more promptness in shipment, and greater safety in transportation. Send for one of their catalogues.

MORSE TWIST DRILL AND MACHINE CO.

NEW BEDFORD, MASS., U. S. A.

Morse Tools are the ones to work with. Best material and workmanship recommend them to everybody.

Bit Stock Drill



Jobbers' Reamer



Straight Shank Drill



Taper Shank Drill



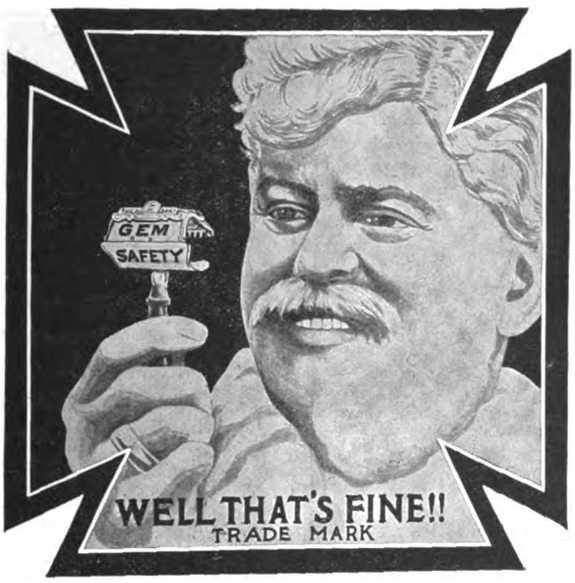
Drills that you can depend upon.

Manufacturers of

Increase Twist and Constant Angle Drills, Chucks, Reamers, Milling Cutters, Taps, Dies, Machines and Machinists' Tools.

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TO SWEAR BY AND TO SWEAR AT

a Trade Mark. Millions of men all over the world swear by the Gem's Trade Mark for the simple reason that it is imprinted upon the most perfect Safety Razor on the market to-day.



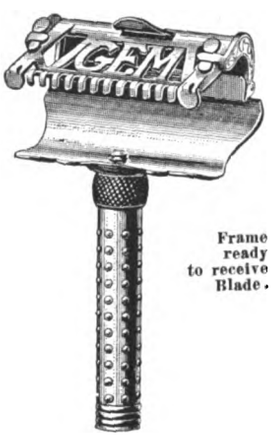
Frame with Blade inserted ready for shaving.

It's Up To You—

We have staked out some very strong claims. In fact, if all we have said about The Gem Safety Razor be true, the Hardwareman who sells any other kind is blindly neglecting his own interests.

It'll Cost You Nothing

to investigate our claims and to learn the truth—whether or not we can help you build up your business and your bank account.



Frame ready to receive Blade.

Our Rigid Frame Model

is simplicity itself. Durable? It cannot possibly get out of order—we guarantee that. Most easily cleaned, too, since we discarded all the old hinges, push buttons, etc., except the famous automatic self adjusting clips.



Single Roll Stropping Machine

You ought to see it and try it. It's superior to other kinds because it is neater, better, and more handsomely finished than any of them. Cannot get out of order nor cut strop.

Think Twice—yes, thrice, before placing your order for Safety Razors.

We give good reasons why you should be so careful, in our catalogue. Just send for a copy. Mention HARDWARE.

Gem Cutlery Co., 34 Reade St., New York.

London Office: 35 and 36 Aldermanbury.

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ECONOMY

In Axle Grease

invariably points to the best—

FRAZER'S—

the cheapest in the end. One greasing with Frazer's will last two weeks —will outlast any other kind.



WHY HANDLE ANY OTHER ?

It saves labor for man and beast and Dollars for your customer. In boxes, cans, pails, kegs and barrels

FRAZER LUBRICATOR CO.,
83 Murray St., New York.





Whenever you are in the market for

High Grade
Nickel Plated Hardware and Household Specialties

in general—in particular

"The WINNER" 1-2 lb. HAMMER

It is 12 inches long, is substantially made of best material. Head is nickel-plated; handle of hickory, handsomely finished.

We have other hammers. Ask us about them.

FRANKLIN SPECIALTY CO.,
807-809 Cherry St., Reading, Pa.

BUTTER IN ONE MINUTE



THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

AGENTS WANTED

Cable Address: "Minute" or "Murphite" New York

I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.



The outward appearance of some Clamps will make a good impression;

A LOOK BEHIND THE SCENES

will sometimes convince you that they are not all that is claimed for them.

It is different with

COLT'S CLAMPS.



Colt's Universal Clamp

excels all hand screw clamps in adaptation to work, convenience of handling and quick action.

Comes in two sizes.

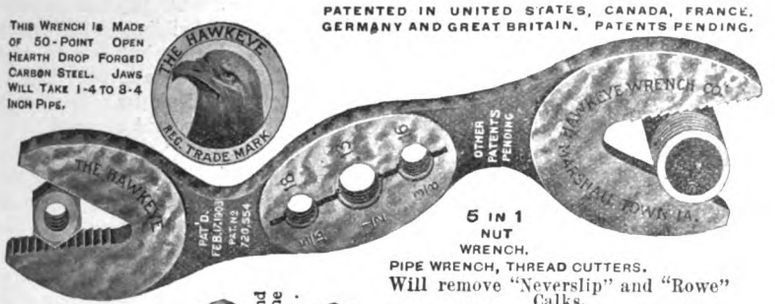
You ought to handle it. It's advantages over inferior clamps make it a ready seller.

Mention HARDWARE.

BATAVIA CLAMP CO.,
BATAVIA N. Y.

This Wrench is Made of 50-Point Open Hearth Drop Forged Carbon Steel. Jaws Will Take 1-4 to 3-4 Inch Pipe.

PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



5 IN 1 NUT WRENCH.
PIPE WRENCH, THREAD CUTTERS.
Will remove "Neverslip" and "Rowe" Calks.
The Best Wrench Made.

Best Wrench Made For Automobiles
Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



Bolts before and after using the Hawkeye.

The easiest selling wrench on the market
Ask for prices and discounts.

HAWKEYE WRENCH CO.
MARSHALLTOWN, IOWA



U. S. EAGLE N. M. ROOFING TIN

is made by a process which is a combination of the OLD STYLE IC and the NEW METHOD. The coating being in strict compliance with the requirements of the U. S. NAVY DEPARTMENT is the most durable.

The surface is smooth and clean, and covered with transparent paint, easy to solder.

THE U. S. GOVERNMENT EXECUTIVE OFFICES
ARE ROOFED WITH
U. S. EAGLE PLATES
MANUFACTURED BY
AMERICAN SHEET & TIN PLATE CO.,
FRICK BUILDING, PITTSBURGH, PA.
FOR SALE BY ALL FIRST-CLASS METAL DEALERS.

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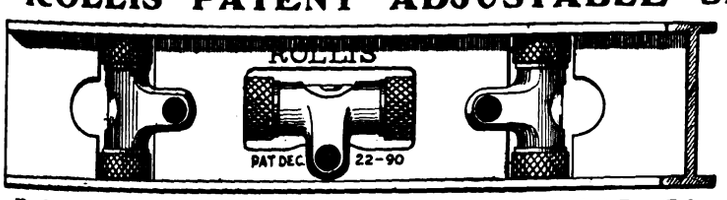
FRANK DICKERSON, Battery Park Bldg., New York.
W. J. WETSTEIN, Chemical Building, St. Louis, Mo.
I. B. WILLIAMS, Mills Building, San Francisco, Cal.
JOHN R. SCOTT, Hennen Building, New Orleans, La.
W. H. EATON, The Rookery, Chicago, Ill.
R. R. HOGE, Ainsworth Bloc , Portland, Ore.
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Screen Doors

Window Screens. Snow Shovels. Clothes Horses. Garment Hangers. Towel Racks. Mops Stable Scrapers. Kitchen Shelves. Door Holders. Nozzle Holders. Tack and Nail Boxes.

The A. J. PHILLIPS CO.,
FENTON, MICH.

ROLLIS PATENT ADJUSTABLE SHEET STEEL LEVEL



Excels all others in quick and accurate adjustment, and in durability, though lighter in weight than cast iron levels.

They're easy sellers at a good profit Let's quote you prices.

ROLLIS HARDWARE CO., 105-107 Chambers Street, New York

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, etc.

Atmore, Ala.—The Atmore Hardware Company has been incorporated; capital stock, $9,000.

Bennett, Iowa.—The Bennett Hardware Co. has been incorporated; capital, $15,000; J. M. Kremer and others, incorporators.

Chattanooga, Tenn.—Roberts Brothers are now located in their new store building on Rossville avenue, and will carry a full line of Hardware.

Columbus, Ohio.—The Woodsfield Hardware Co., of Monroe county, has been incorporated; capital stock, $25,000. Incorporated by W. F. Koontz, C. M. Yockey, B. F. Paulus, C. H. Moffett and C. W. Yockey.

Green Bay, Wis.—The Morley-Murphy Hardware Co. has been incorporated, to succeed the Wisconsin Hardware Co., which has been dissolved. Because of the prior organization of a company by the same name, and which is in existence at the present. The capital stock remains the same. This is $200,000. Mitchel Joannes, Frank E. Murphy and B. L. Parker are the incorporators. Officers of the Morley-Murphy Company have been elected as follows: President, J. C. Morley, of Saginaw, Mich.; vice-president, Frank E. Murphy, of Green Bay; secretary, A. E. Winter, of Oshkosh, Wis.; treasurer, Herman Heinrichs, of Menominee, Mich. J. C. Morley, Frank E. Murphy, Mitchell Joannes, Herman Heinrichs and A. E. Winter compose the Board of Directors.

Jonesboro, Tenn.—The Shipley Hardware and House Furnishing Co. has been incorporated, capitalized at $15,000. Incorporated by Elberte Shipley, Herbert R. Shipley, Albert L. Shipley, Landon H. Patton and John M. Fuele, of Jonesboro. The company is authorized to deal in Hardware, furniture, undertaking material, etc.

Mason City, Iowa.—The Bailey-Downing Hardware Co. has been incorporated by L. R. Bailey, of Mason City; George Downing and Perry Bailey, of Thornton. This concern was formerly Raymond & Bailey. W. J. Raymond sold out his interest to L. R. Bailey.

Portsmouth, Ohio.—A new business block is being erected on Gallia street, which when completed will be occupied by J H. Farmer as a Hardware store.

San Jose, Ill.—A new Hardware store is being opened up in the Leavitt building, under the management of F. S. Smith.

South Boston, Va.—The Virginia Implement Co. is a new concern, organized to deal in heavy Hardware, vehicles and implements. They will carry a large stock of wire nails, stoves, casings, etc.; in fact, everything in heavy goods.

Changes.

Asheville, N. C.—The Hillard Hardware Company's entire mercantile business was sold yesterday to a Mr. Clark, of New Castle, Pa.

Danville, Ill.—J. B. Chambers & Son have sold their implement establishment to B. H. Fowler, of New Richmond, Ind. The deal is one of the biggest business transactions made in Danville for some time.

Erie, Pa.—H. P. Weller, manager of the Palace Hardware House, announces that he has purchased all the Hardware, machinists' and carpenters' tools, factory and mill supplies, comprising a large portion of the stock of A. S. Pinney's Hardware establishment.

Flint, Mich.—Work will commence at once on the Hardware store occupied by F. J. Horrell, and pushed to completion as fast as possible. The whole front end of the store will be taken down and a new and up-to-date front put in.

Fort Smith, Ark.—With the passing of the month of August, one of the oldest Hardware and tin establishments of the State passes out of existence. It is the firm of Conrad and Henry Triesch, who have been continually in that business in Fort Smith since 1850, with the exception of the time spent by them in the Confederate army, during the civil war. On account of the ill health of Conrad Triesch, the firm has decided to close out their stock and retire from the Hardware business.

Frackville, Pa.—George W. Sebold has moved his Hardware store from Lehigh avenue to his new building, corner Spring and Balliet streets.

Houston, Texas.—The E. L. Wilson Hardware Co. has closed the house here, shipping the stock to Beaumont. The manager, Mr. Mallard, will remain in this territory a short while in the interest of the company.

Lockport, N. Y.—William Walker & Son, the Pine street furniture dealers and sheet metal workers, announce the addition of another department to their growing business. They have decided to add a line of stoves, ranges and light hardware to the business, making it one of the most up-to-date Hardware houses in the city.

Madrid, Iowa.—A new Hardware firm, that of Berglund & Mason, have opened up in the old postoffice building.

Mason City, Iowa.—A deal has been completed whereby Diehl, Rathbone & Wright, who have been proprietors of the Ocheyedan Hardware Company the past four months, transferred their stock to E. T. Miller and A. B. Cobb, both of Eldora. The new firm have already taken possession and will continue the business under the old name.

Mechanicsburg, Pa.—E. K. Humes, of Urbana township, and his son, Homer, who but recently returned from Ironton, closed a deal on Sept. 10 whereby they become the joint members of Sivey's Hardware Store in this town. The younger Mr. Humes will manage the store.

Memphis, Tenn.—A large three-story brick building, to be occupied by the King Hardware Co., has just been completed.

McKeesport, Pa.—Ground has been broken for a new business house to be erected in Fifth avenue near White street by E. I. Clark, the Hardware merchant. The building will front 23 feet and extend back 106 feet to Jerome street. It will be of brick, with buff brick front, three stories at the front and two stories in the rear. Mr. Clark proposes to occupy the entire structure with his Hardware store, and will vacate his present quarters, which are becoming too small.

McKeesport, Pa.—The Weaver Hardware Company is making arrangements to again reopen their store, which was recently gutted by fire. The firm contemplates making some extensive changes, with a view to enlarging the present store room.

Middletown, Pa.—Mr. C. Ober has increased the length of his Hardware store on Union street by a sixteen-foot addition.

Narrowsburg, N. Y.—J. S. Anderson, the hardware merchant, is about to erect on his vacant lot a building 45 feet square and three stories high, which will be used for storing bulky Hardware, farm implements, lime, cement, and plaster. The new building will be constructed of wood.

Nevada, Iowa.—Cole Brothers, Hardware dealers of this city, have disposed of their stock of Hardware and stoves to Frank Lassell, of Maxwell, taking in exchange a quarter section of Indian Creek land. Cole Brothers, who came here from Maxwell some months ago, will probably return to that place, although as yet they have not decided what they will do.

New Castle, Pa.—In addition to the sale of the Cuyahoga wire plant to New York parties, the same company sold its Ellwood plant to the New Yorkers.

Pine Bluff, Ark.—Plans are now being drawn for the erection of a new building for the McGaughy Hardware Company on Main Street between Third and Fourth Avenues. The new building will be three stories high and will be used exclusively by the McGaughy Hardware Company in order to accommodate their increasing trade. The contract has not been let, but the plans are about ready.

Pittsfield, Mass.—Kenneth P. Ritchie has purchased stock in the Peirson Hardware Company of this city. He is to represent the concern upon the road, succeeding Henry Traver, Jr.

Saginaw, Mich.—Messrs. Downing & Son are erecting a new Hardware store, which they expect to have completed by Nov. 1.

Sandusky, Ohio.—Blatz & Beutel have purchased the Jacob Arend's Sons Hardware and stove store on Tiffin Ave. W. J. Beutel is a thorough Hardware man, having been connected with the business for a number of years. Edward Blatz is well and favorably known in Sandusky. He was until recently connected with the Weideman-Fries Company, of Cleveland.

Shelbyville, Ind.—The stock in the Shelbyville Hardware Company, amounting to about $6,000, owned by the late Dr. J. K. Jameson, has been sold to R. Senour for $9,900.

Shenandoah, Ia.—J. J. Cardwell has sold his stock of implements and buggies to E. Y. Hawley, late of Blanchard. Mr. Hawley will take charge of the stock at once and will add to some lines, and being able to give his undivided attention to the business will be in line to make it a big success having had many years of experience in the implement and vehicle business.

Sidney, Ohio.—McKee & Hamilton, farm implement dealers, have dissolved, James C. McKee withdrawing.

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THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
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Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
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THE HAMMOND TYPEWRITER





Talking points sell goods, but if you depend entirely on the power of words to sell doorhangers the chances of sale are much less in your favor than if you had before you a full size display model Bischoff Doorhanger. Then you can indicate its ease of attachment, no cutting of door necessary, its great strength, supporting a weight of 2,200 pounds, and the angle shaped track which prevents clogging from dirt, snow or ice. Your customer sees with his eyes not his ears. It's the practical demonstration of these special features that sells Bischoff Doorhangers.

This piano finished display model doorhanger sent free with one dozen prs. of Bischoff Doorhangers, sent f. o. b. your city for $8.75 per dozen. Track 6½c. per foot.

FRED F. BISCHOFF & CO.
Grand Ave. and Robey St., Chicago, Ill.

HARDWARE

"The Eldredge"

Everybody Knows It

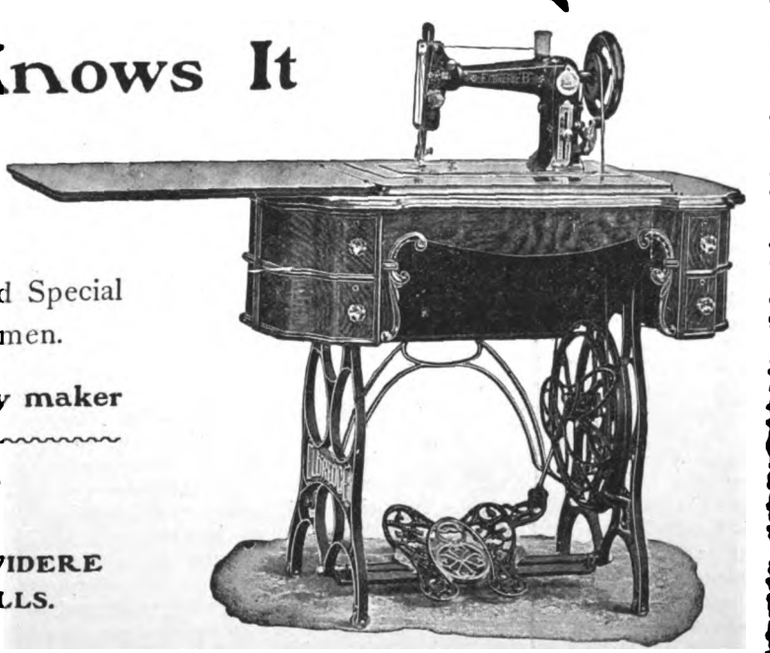
and Respects It

We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

SEND FOR QUOTATIONS TO

"The Eldredge" **BELVIDERE ILLS.**



NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers over the country, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Akron, Ohio.—The Akron Carriage & Implement Co. has been incorporated, with a capital stock of $25,000.

Beaver Dam, Wis.—The Rowell Implement Co. has been incorporated; capital stock, $50,000; incorporators, Mary I. Rowell, Edla T. Rowell and Edward Beichl.

Boston, Mass.—The Grant Nail & Supply Co. has been incorporated; capital, $50,000. President, Richard L. Foster; treasurer, Arthur S. Ahorn; vice-president, John J. Ayers; secretary, Ferd. A. Laskey, all of Boston. Directors, as above named.

Carroll, Iowa.—The Carroll Wire Fence Co. has been incorporated. The capital is $50,000. The incorporators and directors are: L. A. Gnam, president; F. B. Quinn, vice-president; W. L. Culbertson, treasurer; E. N. Merchant, secretary; J. E. Griffith, C. E. Bentley, L. E. Chubbuck. The corporation will succeed to the business of the Carroll Fence Co., a partnership that has been manufacturing the Carroll field fence for some time.

Chicago, Ill.—Barker & Johnson has been incorporated; capital, $10,000; manufacturing Hardware, stoves and heaters; incorporators, Walter A. Barker, Mary A. Barker, and Howard W. Lewis.

Cincinnati, Ohio.—The Reliance Window Lock Co. has been incorporated; capital, $5,000.

Columbus, Ohio.—The Dodson Plow Co., a new enterprise, has been incorporated. The capital stock is fixed at $25,000.

Fitchburg, Mass.—The Sawyer Tool Mfg. Co. has been incorporated; capital stock, $35,000. J. F. Garfield is president, and E. D. Garfield, treasurer.

Frewsburg, N. Y.—Frewsburg Manufacturing Co. has been incorporated to manufacture tools and machinery; capital, $15,000; directors, E. W. Scowden, E. N. Vandewort, and J. T. Nichols, of Frewsburg.

Fultonville, N. Y.—The White Mop Wringer Co., of Jamaica, Vt., has purchased real estate at Fultonville, where it will establish a manufacturing plant. The company will employ about twenty-five persons, and hopes to start business early in November.

Changes.

Alexandria, Ind.—The Kelly Ax Company will erect a plant at West Charleston, W. Va., on the K. & M. The company will abandon the plant at Alexandria.

Armourdale, Mo.—The Handen Stove and Range Company, in which several citizens of Kansas City, Mo., and Kansas City, Kan., are interested, have commenced the erection of a $25,000 stove and range factory near Eighteenth Street and Argentine Boulevard. It will be one of the largest plants of its kind in the West.

Aurora, Ill.—C. H. Taylor, who formerly manufactured corn huskers and shredders in this city, is now in Joliet superintending the construction of a large factory, to which he will remove when completed

Bridgeport, Conn.—The big plant which the Eaton, Cole & Burnham Company, manufacturers of Hardware, has erected at the west end, has been completed, and a part of it will be put into operation at once. A force of about 150 operatives will be put at work at the start. The new plant has a capacity for the employment of 1,200 hands.

Burlington, Vt.—The Porter Screen Company will erect another large storehouse at their plant in Wonooski. The office building will be removed some distance west of its present location.

Charleroi, Pa.—Contracts have just been awarded for the rebuilding of the shovel works of the Hussey-Binns Co., which were recently destroyed by fire.

Dalton, Ga.—The Union Stove and Manufacturing Company has changed its name and is now known as the Mehaffey Stove and Manufacturing Company.

Elyria, Ohio.—On account of the enormous output of stoves and furnaces at the Fox Furnace factory, that company started recently on the construction of an extension of 100 feet. The new addition will cover a space of 10 000 feet and will be one story high, similar to the other buildings. The addition will be used for storing purposes, the present storeroom being too small to hold the furnaces and stoves while they are being fitted.

Evart, Mich.—The Evart Tool Company has increased its capital stock from $10,000 to $15,000.

Frankfort, N. Y.—The Continental Tool Co. will erect a factory to manufacture handles, which, up to now, they have bought elsewhere.

Homer, Mich.—The plant of the Cook Cutlery Co. has been sold to the National Cutlery Co., of Detroit, and has been moved to that city. James H. Cook, who established the factory several years ago, will be superintendent of the shops in Detroit.

Nashville, Tenn.—Another handle factory is to be established at Ashland City by the Nashville Handle Manufacturing Company.

Nashville, Tenn.—The saddlery and trunk factory of the Gray & Dudley Hardware Company have just been moved to the building on South College Street which was recently secured for those two branches of the business of the company. The building is three stories in height and extends from College to Market Streets. It has 75 feet frontage and is 225 feet in length.

Newcastle, Ind.—The Chicago Steel Manufacturing Company, whose plant burned out more than a year ago at Hammond, has completed a new one in this city and commenced operations with a force of more than 100 persons. The plant will manufacture cut nails and disc harrows.

Pittsburg, Pa.—The Standard Chain Company has reduced its capital stock from $3,000,000 to $800,700.

Providence, R. I.—The Nicholson File Company has increased its capital stock from $2,500,000 to $5,000,000.

Richfield Springs, N. Y.—The Buchanan Hardware Company are making extensive improvements to the appearance of their building, and are also putting up an addition, which is needed on account of their increased business.

Springfield, Ill.—The bankrupt stock of Solle Brothers, Hardware dealers, which was sold under order of the United States Court, was purchased by Henry Hofferkamp. The invoice price of the stock was $3,165. It brought $2,065.

Springfield, Mass.—The business of the American Casket Hardware Company has been taken up by a concern known as the Rogers & Whitney Company, and the manufacture of casket trimmings will be pushed at the plant near the Westfield River bridge. The new company has organized by electing Gilbert Rogers, president; Ralph G. Rogers, treasurer, and William H. Whitney, vice-president. Eugene C. Rogers is also in the company.

Torrington, Conn.—W. V. Barber has purchased the Hardware business of A. D. McCarty. Mr. McCarty retires from business for a time at least

Unionville, Conn.—H. C. Hart has disposed of his interest in the cutlery business of the Union Cutlery and Hardware Company to Ramage & Tabor, the present managers of the company, and has severed his connection with the industry in which he has for many years been interested.

Waco, Texas.—The McLendon Hardware Company has purchased the quarter of a block of ground situated at Third and Mary Streets and running back to Foster's Alley. The land was purchased for the purpose of securing a site for a big modern fireproof building which will be erected by this company within the next few months, to be used for wholesale and retail business. The growing business of the firm demanded larger quarters.

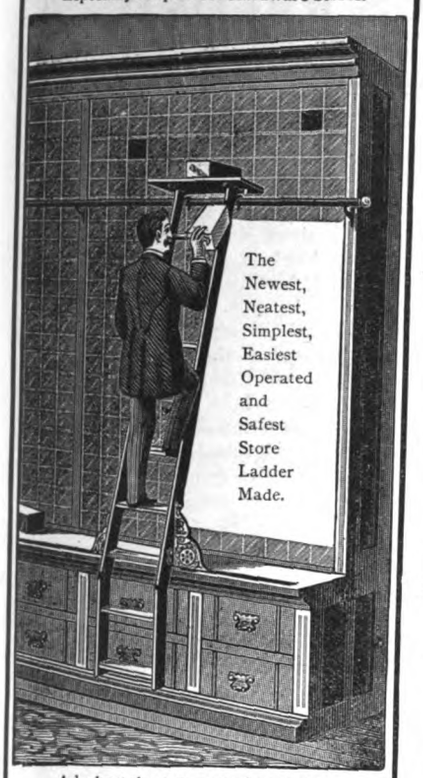
Worcester, Mass.—C. B. Frost, dealer in Hardware and house furnishings, who now occupies the stores at 30 and 34 West Main Street, has leased the store at No. 28, adjoining West Main Street, and will occupy it after September 10. This new department of the business will be used for the present as a salesroom for stoves and other bulky wares.

Youngstown, Ohio.—John McFarlin and John Bumbaugh, who for several months have been operating the Girard Stove & Repair Co., have dissolved partnership. The business will hereafter be conducted by Mr. McFarlin.

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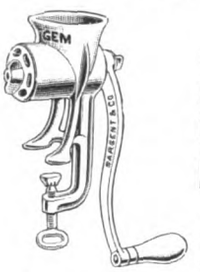
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO .ILL.

YOU BUY GOODS TO SELL--
NOT TO CARRY ON YOUR SHELVES



Sargent's Gem Food Chopper is a seller, and it will not stay on your shelves, if you let the housekeepers of your neighborhood know that you have it on sale

It has steel cutters that can not break.

Fill out the Coupon and mail it to us. The book is worth reading



SARGENT & COMPANY
MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK.
PHILADELPHIA. BOSTON. CHICAGO.

SARGENT & CO., P. O. Box 1617, New York,
Gentlemen:—Please send your 1904 Descriptive-Suggestive Pamphlet, with description of Sargent's Gem Food Chopper and methods of advertising to

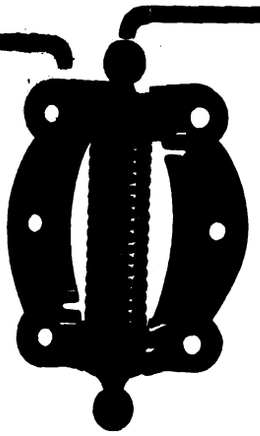
Our Jobbers are ..... Name.....

..... Address .....



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York





BEAUTY IS ONLY RUST DEEP
IN HINGES

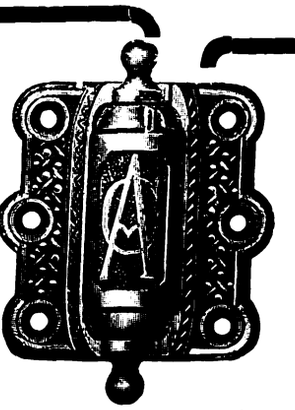
But quality such as we put in the material and construction of our hinges makes them last for years.

For hinges that stand wear, tear and weather we call your special attention to

THE ARCADE SPRING HINGES
Numbers 102, 70 and 7

The Arcade No. 102
Non-Hold-Back Screen Door Hinge
Reliable, neat looking, simple, strong and durable. Warranted to give entire satisfaction.

The Arcade No. 7
Designed to give absolutely free action of the spring, holding door open or closed as descird. The spring is constructed of the best oil tempered steel wire.
Fully warranted.

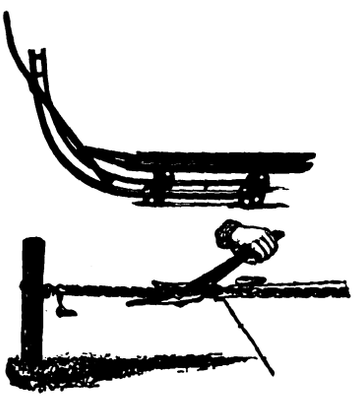


The A C. No. 70.
A New All Steel Hold Back Screen Door Hinge.
These hinges are made of special rolled sheet steel, No. 14 gauge. They have been thoroughly tested and will handle screen doors better than the cast iron hinge. No danger of breakage. The hinge is so constructed as to prevent a dead center and will hold door firmly closed. Finished in black Japan.

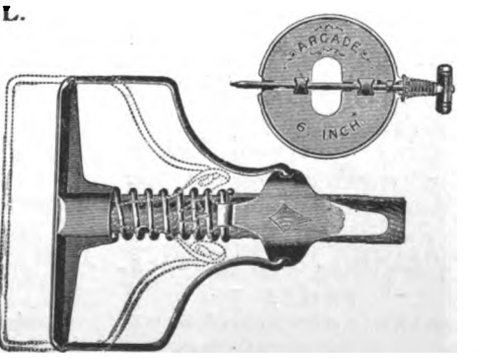
We also manufacture the Baltzly Steel Stove Truck, Elwood Pattern Wire Stretcher, Gem Mop Heads and the Arcade Stove Pipe Damper, and fully Guarantee them in every particular.

You need our Catalog of over 223 different Hardware Specialties.
It's yours for the asking.

ARCADE MFG. CO.
FREEPORT, ILL.







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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, Ohio.—The Goodyear Tire & Rubber Co., which was originally incorporated with a capital stock of $1,000,000, has been re-incorporated, its capital stock being, under the new arrangement, $1,000,000, one-half common and the other half preferred, instead of all common stock, as heretofore.

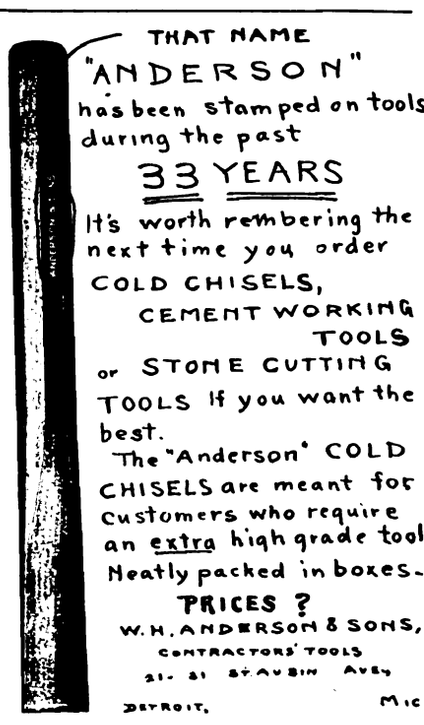
Au Gres, Mich.—William H. Schairberger, who was employed by Morley Bros., of Saginaw, Mich., for six years, has opened a Hardware and sporting goods store, having purchased the stand and stock of Geo. Grimore, of this town.

Barksdale, Wis.—The immense powder and dynamite plant that is being built here will be ready for the company about November 1st. This will be one of the most important industries of its kind in the Northwest when completed, as it comprises forty-one separate buildings and embraces 600 acres of land. All of the buildings will be steam heated.

Bluffton, Ind.—The Indiana Scale and Truck Co. has been incorporated, with $100,000 capital stock, by Samuel Snell, Robert B. Dakin, George F. Muller, John Benner and Rathbun Fuller, of Toledo. They will make trucks, scales, automobiles, bicycles, machinery and Hardware specialties. This is a reorganization of a company that has been doing business in Bluffton for some time.

Boston, Mass.—The Charles River Powder Co., of Needham, a suburb of Boston, Mass., capital stock $50,000, has been incorporated by William H. Burgess, Walter C. Brown and F. H. Brown, all of Boston.

Chattanooga, Tenn.—The E. I. DuPont Co., of Wilmington, Del., have purchased the plant of the Chattanooga Powder Co. The offices of the Chattanooga Powder Co. are in Chattanooga, and the plant is at Ooltewah, Tenn., not far distant.



Chicago, Ill.—The Bunker Saddle Co. has been reorganized and will continue as the Bunker Saddle & Specialty Co., at the old stand, 208-210 Lake street. H. O. Winkler is president of the new company, and F. W. Winkler secretary and treasurer.

Greenport, N. Y.—A corporation known as the Fraser Hollow Spar & Boat Co. has been incorporated and will do business in this place. The Fraser hollow spars, which have become well-known to all yachtsmen, will be manufactured here, and the same company will also build canvas-covered canoes and boats, dingies, paddles, and a line of very high grade davit boats and launches. The incorporators are: Frederick M. Hoyt, William Gellett, William C. Towen and C. Pliny Brigham. The officers for the first year are: J. C. Fraser, president and manager; William C. Towen, vice-president: C. Pliny Brigham, secretary and treasurer

Plainfield, N. J.—A new bicycle store has been opened on Second street by William Smith.

San Francisco, Cal.—L. A. Wolff has opened a sales agency at 516 Mission street, where he will carry a complete stock of sporting goods made by the Victor Sporting Goods Co., of Springfield, Mass., and fishing tackle made by Clark Horrocks & Co., Utica, N. Y. In addition to these well-known lines some other specialties are being added.

West Palm Beach, Fla.—H. T. Cummings, who recently arrived here from New York, has reopened his bicycle and machine shop in the old stand. He has placed in position a large installment of new and modern machinery.

Changes.

Alton, Ill.—The Lawrence Shot & Lead Co. have commenced the construction of their plant at East Alton

Anaconda, Mont.—Roach & Smith have recently moved into a larger store, and now have one of the best locations in Anaconda. Large plate glass windows are used to good advantage in displaying the various lines of sporting goods carried.

Boston, Mass.—The Boston branch of the Fisk Rubber Co. is now located at 226 Columbus avenue, it having been removed recently from the old stand on Atlantic avenue and a five-year lease taken on the new quarters.

Columbus, Ga.—The Camp Cycle Co. has moved into its handsome new quarters at No. 105 Twelfth street, which it has leased for ten years. There are all facilities for repairing and storing bicycles and auotmobiles.

Denver, Col.—The Consolidated Supply Co. has leased newer and larger quarters at 1562 Broadway. Since the retirement of E. T. Weinant as secretary and manager, the make-up of the company has undergone some change, the officers now being: President, F. C. Robie; secretary, D. R. Platt; treasurer and manager, P. C. Platt.

Galesburg, Ill.—McLean & Holland wholesale dealers in athletic, gymnasium and sporting goods, have removed to better quarters in the Holmes building.

Hamilton, Ont.—The Ontario Lantern Co., whose factory was recently destroyed by fire, have started to rebuild.

Hammondsport, N. Y.—G. H. Curtis is building a motor cycle factory, and expects to occupy it about November 1st.

London, England.—The Savage Arms Co., of Utica, N. Y., now has an agency in London for the sale of its line of rifles and continental as well as British inquiries can be addressed to the Savage Arms Co., 15 Wilson street, London, E. C. The J. Stevens Arms & Tool Co.'s agency is at the same address, the South British Trading Co. managing the sales for both of these manufacturing companies.

Lofty, Pa.—The powder mill buildings here, which last summer were wrecked by an explosion, have been rebuilt, and new machinery installed and put in operation.

New York, N. Y.—The plants in New York City and elsewhere the property of Tatham & Bros., and the entire business of the firm, were sold early in September to the United Lead Co. The purchase price was $1,000,000. Tatham & Bros. began business sixty-four years ago, and have made all sizes of shot for the trade since that time. Not long ago an agency for the old house was established in London, and since that time the demand has been in excess of the supply. This transaction was the consummation of an agreement made one year ago.

Toledo, Ohio.—Harry Brown has purchased from Charles Deveaux the cycle store on Main street. Mr. Brown expects to add to the supply of cycles and cycle supplies, and will conduct the business at the old stand.

Utica, N. Y.—The Utica Cycle Co. has added to its bicycle business Edison phonograph records and supplies, and will carry on a retail and jobbing business at 21 Columbia street.

Santa Barbara, Cal.—The Thompson Sportsmen's Emporium has changed hands and style. It is now known as the Brentner-Payne Company, the partners being B. B. Brentner, of Santa Barbara, and J. Payne, of Bellingham, Wash. The latter is well posted in the sporting goods trade and it is the intention of the new firm to carry a large stock of sporting goods, special attention being given to fishing tackle.

Embarrassments.

New York, N. Y.—George P. Soder, dealer in fishing tackle and Hardware at 2 Fulton Street, has filed a petition in bankruptcy, with liabilities of $4,613 and assets of $2,566. Mr. Soder was employed at this place for ten years, became a partner with his employer in 1893 as Zundell & Soder, and bought out his partner's interest in March, 1896.

Fires.

Charlotte, N. C.—The Relay Mfg. Co., bicycles and sundries, on September 21st were burned out.

Oshkosh, Wis.—Fire starting in a darkroom in the bicycle store and photo developing store of O. H. Manzer, 24 Washington street, damaged the stock on September 12th to an extent of about $600. The fire undoubtedly started from a lamp in the dark room, which Mr. Manzer failed to extinguish before he left for dinner.

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THE NEW

"INVINCIBLE"

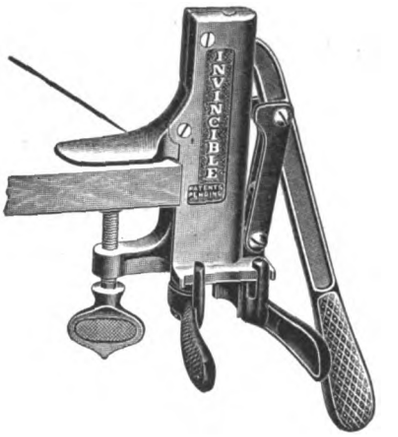
Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.

HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK



BEST BAR PULLER MADE



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Patent Perfection Padlocks.

All sizes, ½ in. to 2½ ins. Send for Catalogue.



Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

GOODAGENTS WANTED TO SELL



THE SCHWERDTLE STAMP CO.
STENCILS - BURNING BRANDS
STEEL STAMPS & DIES
SEALS - MACH. PLATES - CHECKS
BRIDGEPORT, CONN.



The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



"Odorless" Refrigerators

COLD STORAGE IN PERFECTION.

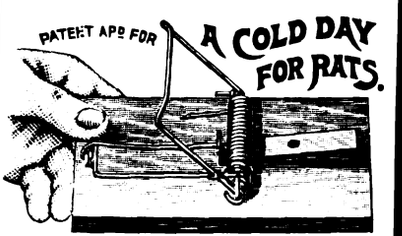
Low Temperature is Not the Only essential of perfect cold storage—proper ventilation is absolutely necessary to good results. In fact, a higher temperature that has a free circulation of air is better than a lower one that has no air in motion.

The "Odorless" Refrigerators not only produce the coldest storage, with the least ice, but so perfect is the ventilating system that milk, butter, fish and fruit may be kept together without giving the least taint to each other. We recommend them fully. Write for Catalog R.

The Keyser Manufacturing Co.,

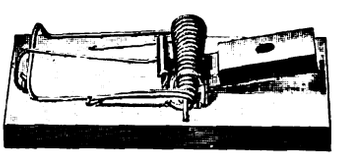
CHATTANOOGA, TENN., U. S. A.

A Good Catch for Dealers!



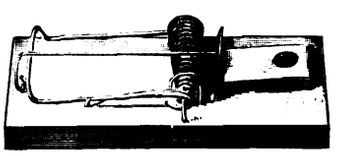
BLIZZARD No. 1.

A breezy death to rats!



OLD NICK No. 2.

Kills them quick!



THE JOKER TRAP.

Champion rat choker!

Any one a good catch for the dealer.

Write for prices and learn how to make a good deal out of these catchers.

J. M. MAST MFG. COMPANY,

Lititz, Pa., U. S. A.

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A RED HOT SELLER

GLOGAU'S Alcohol-Gas Stove



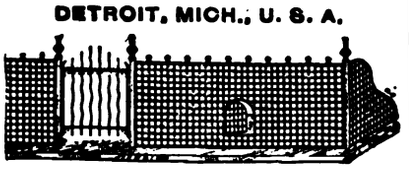
Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Price $6.00 dozen, express paid.

Sample sent anywhere, express paid, on receipt of 70 cents.

H. W. GLOGAU & CO.
40 Dearborn St. CHICAGO

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H



THE
VERMONT
SAFETY
OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO
Zanesville, Ohio.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

Wanted.

WANTED—A young man as assistant stock clerk in a Hardware store. Address "Axiom," care HARDWARE.

WANTED—Sheet metal patented articles to manufacture on royalty or buy outright. Address "Sheet Metal," 115 Third St., Middletown, O.

Salesman Wanted.

WANTED—Salesmen of experience and acquaintance with trade and territory, to sell our line of whips either exclusively, or in connection with one other good line of goods. Samples comprise a selection of all "live sellers" from the strongest line in America and can be carried in case weighing thirty pounds. The most attractive and best proposition going for energetic salesmen. Liberal commission and exclusive territory. Address Box No. 327, Westfield, Mass.

For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.

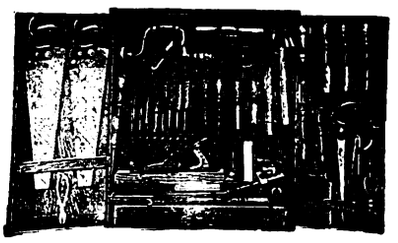
Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



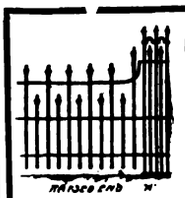
Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.

Agents for Steel Tool Chests.

Send for latest catalogue.

AMERICAN TOOL CHEST CO.
200 W. Houston St.
New York, U. S. A.



PRISON, HOUSE AND STABLE WORK.

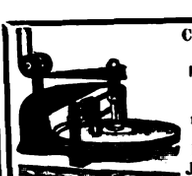
Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

Traveling Men

Can make expense money by taking subscriptions to

"Hardware"
Liberal Commission



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
POUGHKEEPSIE, N. Y.
14-20 CATHARINE ST.

WOOD'S ICE TOOLS
FINEST QUALITY.



For
ICEMEN,
DAIRYMEN,
BUTCHERS.





Send for 58 page Catalogue, edition AA.
WM. T. WOOD & CO., ARLINGTON, MASS.

Carpenters' Drawing Knives, Screw Drivers.

Write for Catalogue:
C. J. KIMBALL CO.,
Bennington, N. H.

Shoe, Butcher and Kitchen Cutlery

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UNSURPASSED

In tensile strength, elongation and elastic limit is the enviable record enjoyed by . . . . .

THE NEW PUTNAM HORSE NAIL

¶ It has stood the highest test. Will not crimp, break, sliver nor cut off. . . . . .

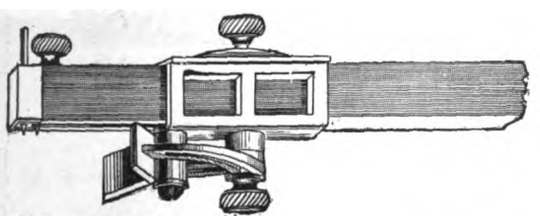
¶ It will hold in the clinch; is easily driven. . . . . .

¶ Samples on request. We have a special offer to Hardwaremen. . . . . .

PUTNAM NAIL CO.,

NEPONSET, BOSTON, MASS., U. S. A.

WITHOUT A PEER



For gauging concave, convex and straight surfaces the latest and best tool is

Winslow's Adjustable Face Marking Gauge

It's unique. Discriminating mechanics are enthusiastic over it. Handy? That's why it sells so quickly. Display it—give your customer a circular—the sale is made.

Let's give you further particulars about prices.

We have superior facilities for turning out light metal stampings, novelties and light machinery.

Mossberg Wrench Co.

Central Falls, R. I.

Like an Open Book

The strong features of the

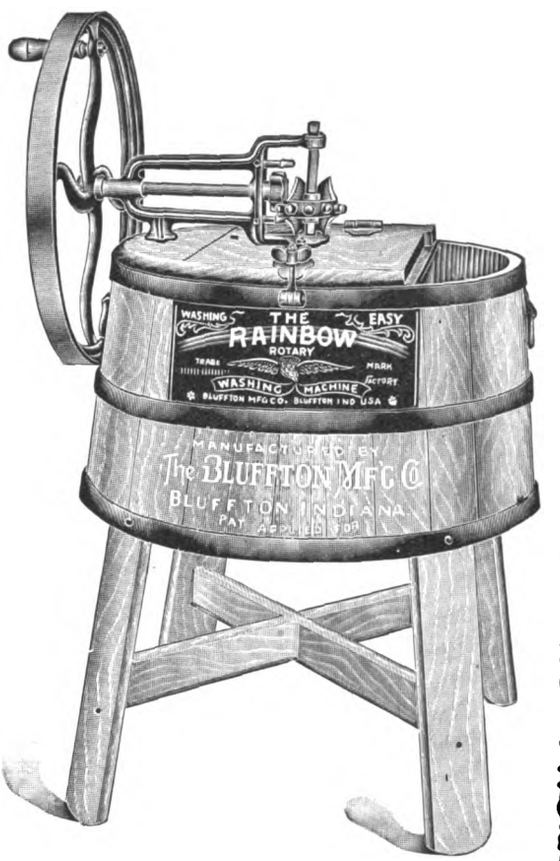
Rainbow

are so apparent that customers appreciate at a glance.

Its speed in operation

Thorough Cleansing

quality, cleanliness in use and durability.



It is better to get the Rainbow now than it is to wait until your competitor gets the agency. It may be too late then.

Bluffton Mfg. Co.,

Bluffton, Ind., U. S. A.

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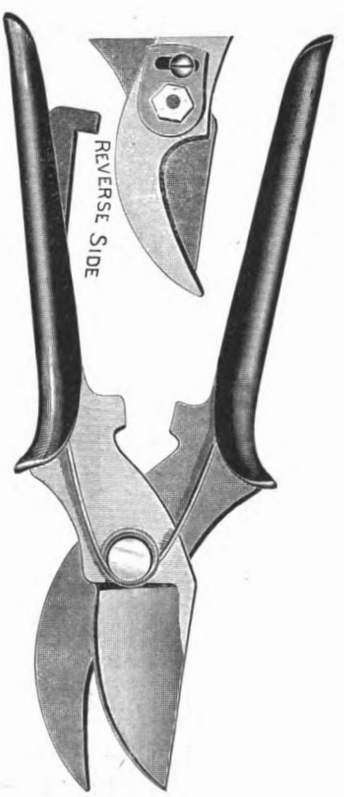
Cronk and Carrier

A SIGN of GOOD JUDGMENT

on your part would be to stock up with Pruning Shears of the

Cronk's Oregon Pattern

which, having pleased thousands, will please you—as a seller and—your customer—as to quality and satisfactory service.



We have other kinds, of course, which it will pay you to investigate.

How about Garden Rakes?

A copy of our 1904 catalogue would prove an "eye-opener" to our complete line of Hardware Specialties. May we send you a copy?

The Cronk & Carrier Mfg. Co.

ELMIRA, N. Y., U. S. A.



A Point To Be Considered

By dealers in, and lovers of firearms who want to reload their own ammunition.

We pay close attention to the perfection of the various points required to produce perfect ammunition.

"Ideal" Tools

have made a hit with thousands of discriminating sportsmen. Should hit you, too, just right if you want to reload your own shells perfectly at small cost.

We have "Ideal" Tools for all kinds of shells.

Three stamps for postage will fetch our Ideal Handbook No. 16. It tells all about arms, powders, shot and bullets. Mention HARDWARE.

Ideal Mfg. Co.,

13 U. St., New Haven, Conn.

HURWOOD BRAD AWLS

Are the lasting kind. One piece of best quality crucible steel from point to head—through the ferrule, wood and steel, a rivet—have given our Brad Awls the name and fame of outlasting six of any other kind made.



Built for business they are business builders.

* *

Our catalog tells an interesting tale about Hurwood Tools. You ought to have a copy for reference. Shall we send it?

HURWOOD MFG. CO., Inc.

Bridgeport, Conn.

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READY NOW
TWO NEW WINCHESTERS



Winchester Thumb Trigger, Single Shot, Bolt-Action Rifle.

A decided novelty. Trigger is located on upper side of grip at rear of bolt and is operated by downward pressure of thumb, obviating "pull-off" in firing. Weight 3 lbs. List Price $3.50. Ten rifles to a case.



Winchester Model 1904 Single Shot Rifle.

21-inch Heavy Round Barrel, Blued Steel Butt Plate, Finely Finished Schuetzen 13¼ inch Butt Stock. Weigh 4 lbs. List Price $6.00. Ten rifles to a case.

Both above are "Take Down" and have the bolt action that made the Winchester Model 1902 rifle famous and so widely imitated.

Send for Illustrated Detailed Description.

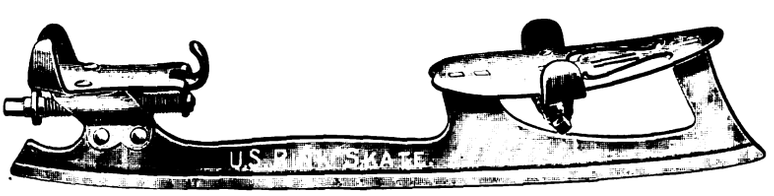
WINCHESTER REPEATING ARMS CO.,
NEW HAVEN, CONN.

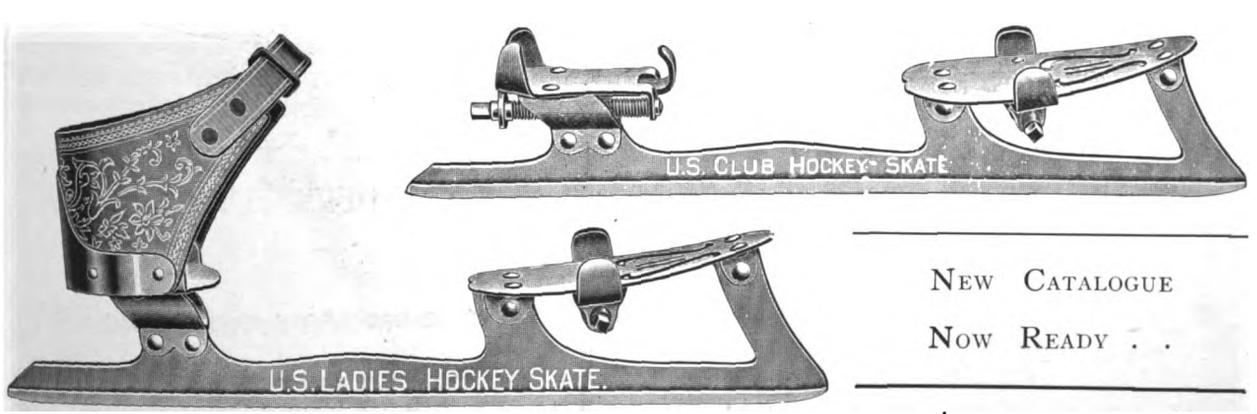
Lowentraut's ICE SKATES

Manufactured by

P. LOWENTRAUT MFG. CO.

Our line for the season 1904-5 has been greatly inproved, and new goods added.





NEW CATALOGUE NOW READY . .

SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London, E. C., Eng.
Copenhagen (Freeport).
123 California St., San Francisco, Cal.

Digitized by Google

Hotchkiss Clippers

SIMPLE IN DESIGN **ELEGANT IN FINISH**

COMPLETE LINE

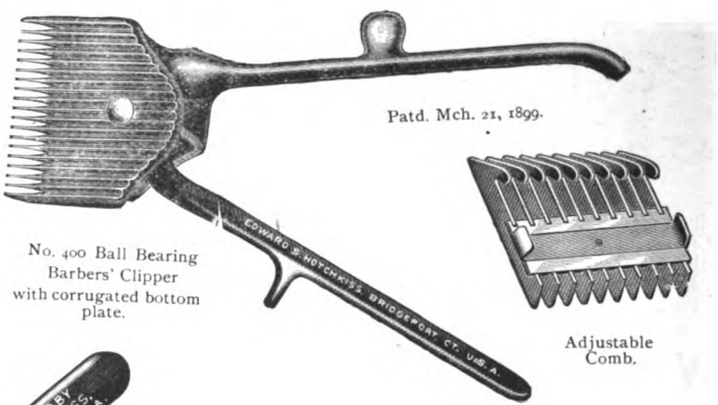
BARBERS, TOILET, HORSE AND FETLOCK CLIPPERS

SEVERAL NEW PATTERNS NOW READY.

Standard Quality and Workmanship Guaranteed

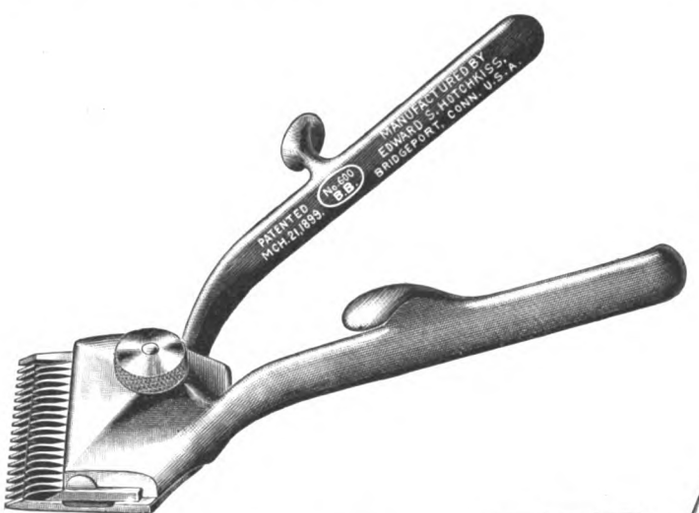
Hotchkiss Clippers with proper care will keep a keen cutting edge for years.

Hotchkiss Clippers are simple and perfect in construction and are goods that will stand the test of time.



No. 400 Ball Bearing Barbers' Clipper with corrugated bottom plate.

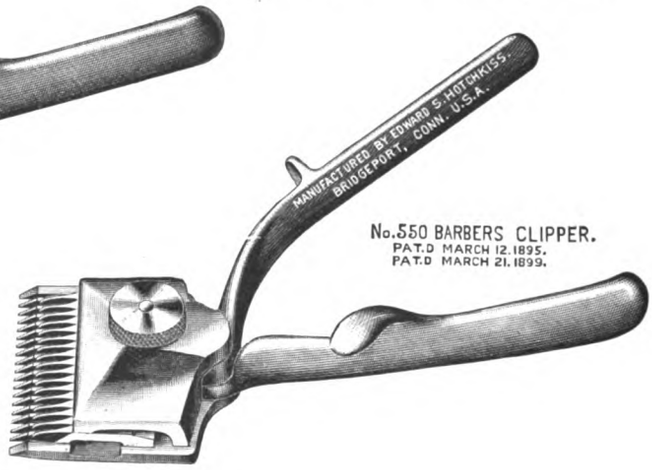
Adjustable Comb.



You can make no mistake in specifying for these goods.



No. 10 Horse Clipper.



No. 550 BARBERS CLIPPER.
PAT.D MARCH 12, 1895.
PAT.D MARCH 21, 1899.

PROMPT SHIPMENT.
RIGHT PRICES.

SPECIAL ATTENTION TO ORDERS FOR EXPORT

SEND FOR DESCRIPTIVE CATALOGUE, PRICES, ETC.

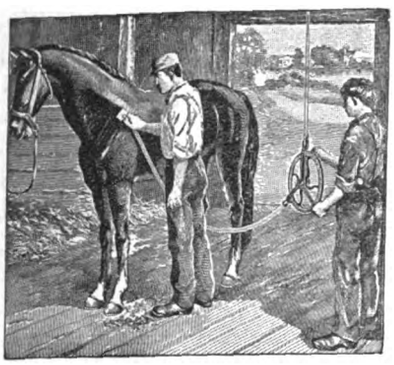
EDWARD S. HOTCHKISS

CARBON STREET **BRIDGEPORT, CONN.**

Successors to Hotchkiss Sons, Established 1850.

Digitized by Google

THIS IS A BUSY SEASON For the Dealer Handling the 20th CENTURY CLIPPER



LIST PRICE ONLY $5.00. Costs but little more than a hand Clipper and does 100 times the work.

This machine weighs only 15 lbs. Turns easy and cuts fast.

Packed in a small box, 14x14¾ inches, and sell like hot cakes, as the extremely low price brings it within the reach of every man owning a horse.

How's Your Stock? Now's the time to order

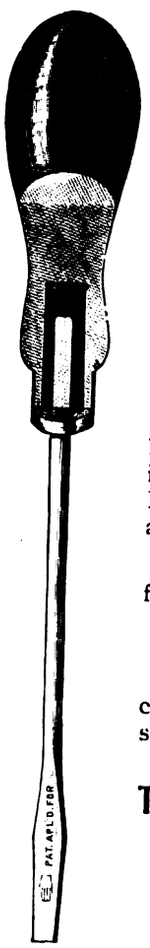
Catalog describing every modern type of Clipper sent on request.

MADE BY **Chicago Flexible Shaft Company**

106 La Salle Avenue, CHICAGO

NEW YORK OFFICE, 97 Chambers Street.

We make more than 90 per cent. of all the Clipping Machines sold.



It Isn't a Gamble

You eliminate the element of chance when you place your orders with us for high grade Screw Drivers. Our

Electrician No. 1--

like all our Screw Drivers—is made of the best Screw Driver steel, hand forged and highly finished.

Thoroughly tested before sent out.

* * *

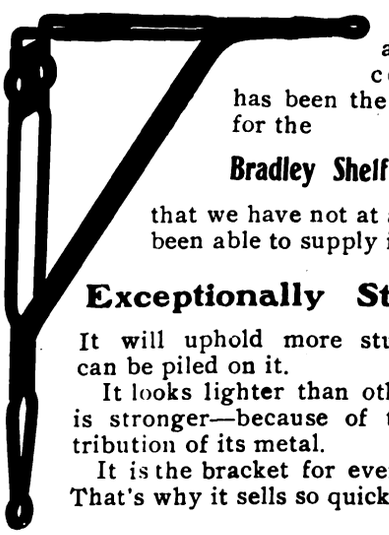
Our catalogue tells of our complete line. Shall we send you a copy?

The Ducharmes & Co.

Shelburne Falls, Mass.



Difficult to Keep Up.



So great and so constant has been the demand for the

Bradley Shelf Bracket

that we have not at all times been able to supply it. It is

Exceptionally Strong.

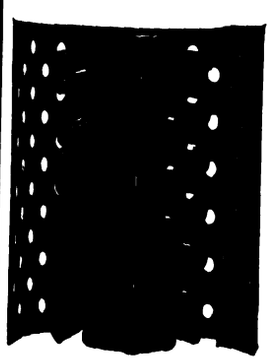
It will uphold more stuff than can be piled on it.

It looks lighter than others but is stronger—because of the distribution of its metal.

It is the bracket for everybody. That's why it sells so quickly.

ATLAS MFG. CO.,

New Haven, Conn.



4,866 sq. ins.

SAVE 1-2 YOUR FUEL

BY USING THE

ROCHESTER RADIATOR

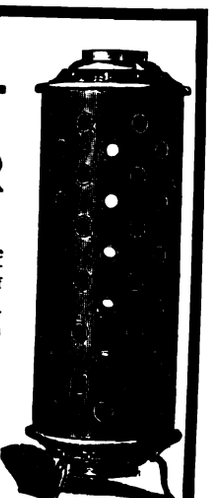
IT WILL DO IT

TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 96 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any DRUM or side heater can give.

Inquiries from your town in answer to our advertising in all the leading Magazines and Family Papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.

Over 100,000 of them in use.

Write for Descriptive Catalogue and Prices.



The Part that does the Business. **ROCHESTER RADIATOR COMPANY,** **150 Furnace St. Rochester, N. Y.**

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.



Are you interested in **Galvanized Steel Tanks, Feed Cookers and Low Wagon Wheels?** We make them. Write us for Factory Prices.

TWICE

Approved by the Post Master General

Showing how experts value the

Goshen R.F.D. Mail Boxes.

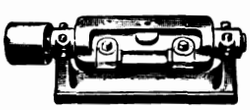
Their great strength, giving complete protection to contents and their moderate price make them the most profitable and fastest selling box on the market.

A postal brings details and prices.

We manufacture "Kelley" (round body) boxes also

KELLEY FOUNDRY & MACHINE CO.,
GOSHEN, IND., U. S. A.

C. & F. WIRE STRAIGHTENER.

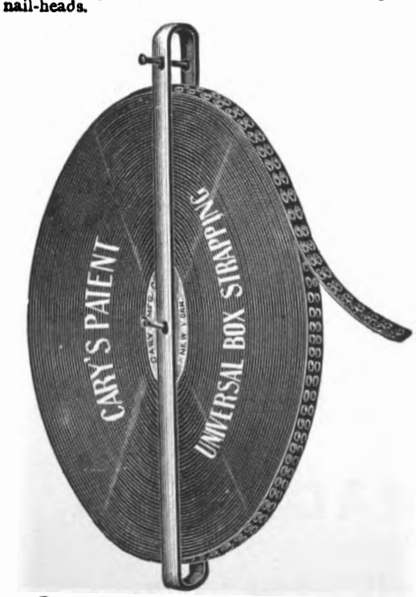


Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

Chandler & Farquhar Co. 131 Congress St., BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.

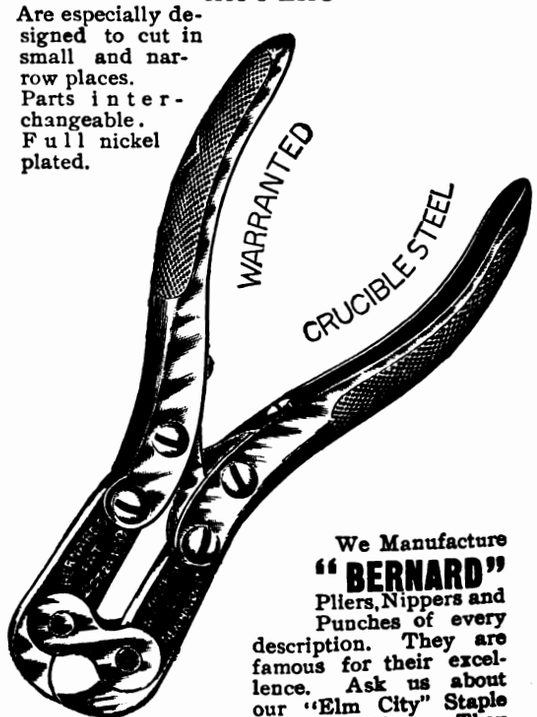


Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"BERNARD" NIPPERS Bicycle and Typewriter

Are especially designed to cut in small and narrow places. Parts interchangeable. Full nickel plated.



We Manufacture **"BERNARD"** Pliers, Nippers and Punches of every description. They are famous for their excellence. Ask us about our "Elm City" Staple Pulling Pliers — They have no equal.

Our latest Catalogue gives our complete line.

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
C. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....90%
All other Primers per M $1.50 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)...20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25

GUN WADS—Ⓟ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....90
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools. Ⓟ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: Ⓟ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, Ⓟ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00..15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car " .....
Machine Bits.....
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 52...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....90%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, Ⓟ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond Ⓟ doz. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch Ⓟ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, Ⓟ doz. $7.50; No. 20, Ⓟ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollie Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad.....
Shingling and Claw.....
Lath, Hunters', etc.....
Picks and Mattocks.....
} 50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ &5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets...33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 cts.
2 " " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9.00 "
200 " ½ bbls.....
375 400 lb " .....
} .08½%lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 20

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00.....25@20%
Tinned, each, $10.50.....25@20%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....50%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11½c
Manila	12¼c
Pure Manila	13¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, Ⓟ doz. $15.00.....45@50%
Ives' Ⓟ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..Ⓟ doz. $3.00.....33⅓%
Excelsior Ⓟ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity Ⓟ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list. 50&10%@50&10&10%
Wrought Spring, Sargent's.70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..80%&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,".....90&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's.....60%

Brackets—
Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24,1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net. per doz.....$1.50
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96.....30% &5%
CAST IRON—
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns.. 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....80&20%
Japanned, Ball Tip Butts.70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call;
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₩ dos., $2.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@40&10%
"Niagara".....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain.....
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain.....4½@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport. Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5%&5%
Sisal.....30%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....30%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz.....60c
Socket.....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes.....70%@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%
COLD CHISELS—
Good quality, ₩ lb.....18@18c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....5&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 7½@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....30%
Cold Chisels.....30&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....30@30&5%
L. & I. J. White.....30@30&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson.....₩ dos $10.00

Corn Hooks— ₩ dos
Kretsinger Cut Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....30%

Dixons:	₩ gro.
Eclipse.....7 in.	$3.75 9 in. $4.25
Emerald	5.00
Oriole	5.00
Rainbow	3.12
Solid	7.50
Tailors, Black $5 62. Red & Blue	$9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,..30&10%
Perfect.....40%
Rubber, ₩ dos. $7.50.....30&10%
Southington Cutlery Co.'s.....35&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass.....40%
Embossed Glit.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....60@60&10%
Home.....50&10
Ogden's.....33⅓@40%
Pullman's Screen.....₩ dos. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....30%
Pullman, Perfect.....20%
Pullman, Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₩ dos., net...$1.25
" " 48 in. " " ... 2 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable.....35%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Standard Makes.....70@70&10%
Adjustable Handle.....35@35&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Wand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%
TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....30%
Enterprise Mfg. Co.....25@30%

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$4 00
No. 75 Improved Dover.....$5 50
No. 100 Improved Dover.....$7.00
No. 108 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 150 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8 50
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz $350

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Popes.....3.60
Wilkinson's.....$3.00 net
Westerholm's.....$3 25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....80%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
McClellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....30@30&10%
Royal.....30@30&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone ..$3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&30%

Forks—

Geneva:
Two-Tine Hay and Boy.....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines.....50&10&5%
Four-Tine Hay.....60%
Long Three Tine, Grain, &c...65%
Long Four Tine Header, &c.....65%
Alfalfa, Deep Dish Header.....65%
Three-Tine Baler.....65%
Four-Tine Baler.....65%
Barley and Grain.....60&30%
Champion Hay.....60%
Champion Manure .....60&15&2½%
Champion Header.....65%
Four Tine Manure .....60&15&2½%
Five and Six Tine Manure 60%&15&2½%
Spading Forks.....70&5&2½%
Potato Digging.....60&10%
Baling Press.....60&12½%
Stable and Fish.....50&10&5

Heavy Forks—

Vegetable Scoop
Sugar Beet
Barn
Sluice
Cotton Seed
Coal and Coke
Stone
Tanners'
Shaving
Oyster
} 40&10%

Fruit, Wine and Jelly Presses.

Enterprise.....20@25%

Fry Pans—

Standard List.....70&10

No.	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ doz.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Semis & Call's Steel.....50%
Clapboard.....25&10%
Disstons' Mortise.....70%
Marking, Mortise, etc..50&10@50&10&10%
Stanley's.....20@30&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@60%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....35@60%

Graphite, Lubricating.

Dixon's Pure Flake

632–	1 lb. cans	30 cts. ea.
633–	5 " screw top tin cans	85 cts. ea.
634–	10 " " "	$1.60 "
644–	25 " boxes	15 cts. lb
645–	50 " "	14½ cts. lb
646–100	" kegs	14 cts. lb.
647–350	" barrels	12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....40&5%
Sisal Rope.....20%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5@40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....⅓&7½%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb....
3 to 5 lb 40c lb....
Over 5 lb 30c lb....
} 75@75&10%

Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.
Chisel
Brad Awl
File
Auger
Soldering Iron
} 25@33⅓%
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.....50%
Hoe, Rake and Fork.....50&10
Rollis Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔&70%
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard.....50&10&10&5
Special.....50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 13.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&1
Myers' Stay-on.....50&
Wilcox's New Century.....50&10&

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing.....4.15
New Model.....3.35
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4438, 40 drawers, no partitions, run. ft., $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each.....15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each.....22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 157 lbs. each, run. ft., $2.71; net each.....23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each.....25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps.

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track..7.00
Comb. Car, Double Steel T.....7.00
Comb. Car, Wood Track.....7.00
Rev. Car., Double Steel Track .7.00
Rev. Car., Wood Track.....7.00
Myers Unloader, Cable.....7.00
Myers Unloader, Single Rail....7.00
Sure Grip Sling Car, Steel or Wood Track.....12.00
Double Rail Steel Track, complete with clamps.....₩ ft.
Single Rail Steel Track complete with clamps.....₩ ft. .20
D. H. Fork, Steel Regular...each, 1.60
Nellis Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.50
Walker Fork, each.....2.50
Common 6 in. Wood Sheave Pulley, Fig. 443.....₩ dos. 3.80
Faultless Steel Frame K. P. Pulley, Fig. 435.....₩ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 435.....₩ dos. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ dos. 4.60
Reed Wood Frame Pulley with Hook, Fig, 434.....₩ dos. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ dos.....3.20
Floor Pulley, Wood Sheave, Fig. 486.....₩ dos. 4.20
Hanging Hooks for Double Steel Track.....₩ dos. 1.40
Hanging Hooks for Single Steel Track.....₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ dos. 1.30
Floor Hooks ¾ in.....₩ dos 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ dos .70
Rope Hitch.....₩ dos. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw.....40&10%
Weymouth, Pat.....65&5%
Wadsworth's.....40%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap,
6 to 12 in., ₩ lb, 3½c.
14 to 20 in., ₩ lb, 3½c.
22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%
Heavy Strap Hinges....80&20&10%
Light T Hinges.....75&10&5%
Heavy T Hinges.....75&5%
Extra Heavy T Hinges.....80&20%
Hinge Hasps.....70%
Corrugated HeavyStrap.60&20&10%
Corrugated Ex. Heavy T.....80&20%
Extra 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges.....40%
Bardsley's Patent Checking.....15%
Chicago Spring Butt Co.:
Chicago Spring Butts.....25%
Triple End Spring Butts.....50%
Chicago Ball Bearing FloorHinge 50%
Garden City Fire Engine House Hinge.....25%
Chicago Saloon Door Hinge....25%
Niles Manuf'g Co.....30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....60&10@60&10%
N. E., ₩ doz. $7.80.....60%
N. E., Reversible, ₩ doz. $5.60.....60%
N. Y. State, ₩ doz. $4.90.....60%
Western, ₩ dos. $4.90.....60%

BLIND HINGES—

Parker.....70&10%
Sargent's, Nos, 1, 3, 5, 11, 13....70&10%
W. H. Co.'s No. 2 Mortise Gravity...60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.30 ₩ doz. sets.30&10%

Hitching Cords—

Covert Mfg. Co.....45c &2½
" " " .....
Hitchers Stall.....30%

Hoes—

Columbian, Field and Washington Co.....70&10%
Meadow and Rhode Island.....55%
Ladies', Boys' and Toy.....70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar.....70&10&1½
Blackland or Southern Meadow..75&0%
Geneva Planters'.....75&12 5
Straight Shank Planters...75&10&7½%
Mississippi Planters'.....75&10&7½%
Geneva Cotton.....70&10&1½%
Ladies' Cotton.....75&7½%
Cotton Chopper.....75&10&5%
Rough and Ready Cotton.....75&10%
Weeding Hoes.....66⅔&11
Turf Edgers.....50&5%

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2.50
WHITE ENAMELED WARE—
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....℔ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods
MEAT—
Enterprise.....40%
Humason & Beckley, New List 85&10%
WIRE—
Atlas, New List, Single cases ..70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
MISCELLANEOUS—
Belt.....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's.....60%
Cronks Grass.....℔ doz. $3.00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						2½c net
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos	6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						2½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ℔						12c.
Northwestern	26c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	35&10%
Western						9c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....℔ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 25.℔ doz. $6.00..25@30%
No. 34.℔ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ℔ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead.℔ gr. .....$1.15@1.25
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ℔ doz.
Cronk's Barn Door.....Net, $2.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T..70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
℔ doz.	$12.00	$15.00	$24.00....80%

Kobler's:
Daisy.....net, per dozen$7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ℔ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30&5%

Lead Pipe, Etc. ℔ lb
Bar Lead.....5¾@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12½c
Sheet Lead, full rolls.....6¼c

Lemon Squeezers
Berger Bros. ℔ doz. 8-in. $1.00; 10-in. $1.40.....20%
Hotchkiss, Straight Flush, ℔ doz. $9.60
Jennings' Star.....℔ doz. $1.90@2.00
Little Giant.....50@60&5%
Porc. Lined, Iron.....℔ doz. $1.75
Porc. Lined, Wood.....℔ doz $1 25
Wood, Common, ℔ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@60&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35&10%
Iron Bench, new design.....35&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00.....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $5.50; No. 2, $7.00; No. 3, $7.50 ℔ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ℔ dos. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20. 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ℔ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....35%
Brown's Chain.....20%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%
TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters, Tinners, Box, Carvers } 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%
Nos... 1 2 3 4 B 5
Each..$5 $7 $10 $25 $50 $60
Dixon's.....℔ doz. 30&10@40%
Nos..... 1 2 3 4
$14 $17 $19 $30
Enterprise.....25@25&7½%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.75 $6 $4 50 $6
Little Giant.....33⅓%@40
Nos... 305 310 312 320 322
$35 $48 $44 $72 $68
Woodruff's, ℔ doz.....30&10@40%
Nos.....100 150
$15 $18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ℔ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....25c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....℔ dos. $4.00.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ℔ dos. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....90,90&10%
PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ℔ gross....$31.00
" less quantity, ℔ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs.....℔ doz. net $7.50
Black Hawk. ℔ doz.....$9.00
Cyclops.....40&10%@60%
Cronk's.....℔ dos. net $12.00
Eureka, No. 74.....dos. net $8.50
Eureka, No. 75.....dos. net 8.00
Giant, No. 1, ℔ dos. $18..0, No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....℔ d..$18.00, 20%
Morris No 1, List $30.00.....50%
National.....℔ doz. $4.00, 10%
Pelican.....℔ dos. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18 00.....50&10%

Nail Sets

	℔ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:
Octagon.....℔ gr... $5.25
Corrugated.....6.75
Knurled.....6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ℔ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....30.00..30%

Nuts—
Cold Punched:

	Mfrs. or U. S. Standard.	Off list
Square, Plain		$5.10
Hexagon, Plain		5.50
Square, C. T. & R.		5.30
Hexagon, C. T. & R.		6.00

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank	5.80
Hexagon, Blank	6.00
Square, Tapped	5.80
Hexagon, Tapped	6.30

Oils—
Linseed, City, Raw, in barrels,℔ gal. 42c
Linseed, City, Boiled, in barrels, ℔ gal. 44c
Out of Town on Spot.....℔ gal. 41c
Calcutta, Raw, in barrels...℔ gal. 55c
Lard, Prime City.....℔ gal.....56@58c
Lard, Extra, No. 1.....49@51
Lard, No. 2.....35@38

Oilers—
Brass and Copper,.....50&10
Tin or Steel.....65&10
Cushman & Denison's:℔ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....60@60&10%
American Tube & Stamping Co.,
Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe..8c per lb.
" Small " ..10c " "
Queer Creek Axe....20c " "
} 40%
OIL STONES—
Pikes'
Lily White Washita....60c ℔ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips.....90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 8 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 8 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$3.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " " } 40%
Small Hindostan .....(10c " "

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 16c@25c
Italian Packing ..... 10½c@12c
Jute ..... 4½@5½c
Russian Packing ..... 9c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Eureka, 1896 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7 00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to £
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
k & Carrier:
Pliers
N..1 ..... 60&10%
30 ..... net $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 25%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's ..... 25&10%
Machinists' 70%
Pocket Levels 25%
Stanley's ..... 70&10@75%
Stanley's ..... 30&10&30&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish, Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.75
½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ...50%
Joseph Dixon's ..... ₩ gro. $6.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ½ lb box .... ₩ doz $1.00
Black Silk, 5 oz box, ... ₩ doz $0.75
Black Silk, ½ pt. liq .... ₩ doz $1.00

Poppers, Corn—
Square ..... ₩ doz. ₩ gro
1 qt ..... $ 9.00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13 00
New Champion ..... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $9 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz net $6 50
Atlas Pattern ..... ₩ doz. net $7 50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2½%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ..₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ...6 A 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools....40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00 ..... 55%
Hay Fork, Hartz, 4¼-inch, ₩ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 5-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 298, 8 in. Shallow Well Pump $13.00
No. 8, Fig. 328, 8½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 8 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 8½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 8 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 328, 8 in. Deep Well Pump 17.00
No. 50, Fig. 331, 8 in. Shallow Well Pump 14.00
No. 50, Fig. 332, 8½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 108, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 110, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 225, Fig. 389, Windmill Pump 12.50
No. 235, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 38.00
No. 305, Fig. 477, Spray Pump, complete 11.50
No. 350, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 492, Bucket Spray Pump ..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.55 2.60
Barn Door, "None Better" No. 1, ₩ foot 3¾c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1¼ in. ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c ..... 35@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden. 10th 2.24
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88
Geneva Garden and Gravel 70%
Geneva Weldless Garden ..... 75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ...70&10%
*Mall. Light Braced Straight .. 70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 ..... 70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Wostenholm and Butcher, $10.00 to £ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated .....
Nickel Plated .....
White Porcelain 60%
Solid Brass and Bronze Metal..... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 70%

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .90 .75 .75 .90 .75

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to25c
Medium ..... 16@18c
¼ in. and larger 14c
Common ..... 12@13c
Jute Rope:
A grade 6c
C grade 5½c
Manila:
7 16 in. and larger 11½c
⅜ in 13c
¼ and 5-16 in 12½c
Steel:
7-16 in. and larger ..... 7½@9c
⅜ in ..... 8@9½c
¼ and 5-16 in ..... 8½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Black lock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" ... 3.15
Aluminum Finish " " 2.95
Full Nickel " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper. 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 50%
Cast Metal 62½%
Window Ventilating Lock 60%
Payson's Signal 80%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory $23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co. ..... 25@25&7½%
National Specialty Mfg. Co. 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 90
Band ½ to 3-16 in. Wide 8

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
₩ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive.....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $3.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips:.....₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....40&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3..$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.

Wadworth's:
Natural Finish, Grass
Polished Blade, Grass
Painted or Bronzed, Grass } 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.

3-Foot.....$10.00 ₩ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond.....$7 00 ₩ gro.
No 2 " " .....4 50 " "
White Mountain.....9.00 " "
Black Diamond.....12.00 " "
Lamoille.....11.00 " "
Green Mountains.....6.00 " " } 40%
Leader Red End.....4.50 " "
Willoughby Lake.....9.00 " "
Extra Quinnebog.....7.00 " "
Pike's Corundum.....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 2½x7, 26x6, 30x9.....55%
Kraut Cutters, 36x13, 40x13.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Buckle Snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver. Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 65 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....85&40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25&20%

PIPE MAKERS—

Holroyd & Co.....80&10%@80&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....60%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&35%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&40&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ₩ doz., net.....$5.00
Columbia, No. 2, ₩ doz., net.....1.65
Little Jack.....₩ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case..... 25@25&10%
Star Steel..... .....40@40&10%
Steel..... 20&5@35%
Chesterman's..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic..... 35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw..... 75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc..... 65&10%
1⅛ to 2.... ..... 50, 10&5%
2 1-8 to 3 in. inc..... 33⅓&10%
3 1 8 to 4 in. inc..... 20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in..... 80&15%
Pipe 3½ & 4 in..... 66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱100..... net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz. 1.25, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse..... 45@45&5%
Victor..... 75%@7% &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse..... 50%
Improved Rat..... 50%
New Rat..... 50%
Mouse, Round Wire, ₱ doz...$1.00, 10%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.18, ₱ doz...$12.00
No. 3, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½ Rat, ₱ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₱ doz., $3.50; case of 72..... 2 75

No. 5, Mouse, ₱ doz., $2.75; case of 150..... 2.25
Schuyler Rat Killer. No. 1, ₱ gro., $15.00; No. 2, ₱ gro. .....net $15.00
Mouse, No. 3..... .net 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap..... .... $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers—

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, ₱ gro..... 24.00

Trowels Mechanics—

Brade's Brick..... 30%
Disston's:
Brick and Pointing..... .....30%
Plastering..... .....25%
"Standard Brand" and Garden..35%

C. E. Jennings & Co.:
Brick..... .....30%
Plastering..... .....25%
Pointing..... .....30%
W. & McP. Plastering..... .....25%
"Rose" Brick, Plastering and Mould ers..... .....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₱ gross, net; $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co..... .....25%

Vises—

Oval Slide..... .....60%
Solid Box..... .....50&10%
Columbian Hdw. Co:
Nos. 110 and over..... .....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70..... .....50&10%

Armstrong's:
Combination..... .....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's..... .....40%
Howard's..... .....40%
Little Giant Bench..... ....25&10%
Lowell Hand..... .....33⅓%

Massey:
Perfect.....15@20%
Clincher..... .....30@40%
Wood-Working..... .....15@20%
Planer..... .....15@20%
Comb. Pipe..... .....40%

Millers Falls:
Mechanics'..... .....10%
Oval Slide..... .....60&10%
Ball Clamp..... .....45&10%
Hand..... .....15&10%
Moore's..... .....20%
Prentiss..... .....20@25%
Sargent's..... .....40%
Snediker's..... .....30@33⅓%
Stephens..... .....30@33⅓%
Trenton..... .....40@40&5%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks..... .....30&5
Covert Mfg. Co.'s, Steel..... ....45&2%
Lane's Steel..... .....30&10%

Washer Cutters—

Otis A Smith's..... .....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches..... .....Net

Weeders

Iowa and three Prong.....75%
Two Prong..... .....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime"..... .....₱ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co..... ....40%
Bosley's Peerless..... .....60%
X. L. C. R..... .....70%
Clayton's..... .....25&10%
Phœnix..... .....60%

Window Stop Adjusters—

Ives' New List..... .....35%
Taplin's "Perfection"..... ..... 35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire..... ....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire..... .....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9..... 80&5%
Nos. 10 to 18..... .....80%
Nos. 19 to 26..... .....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26..... .....75&5%
Coppered:
Nos. 6 to 14..... .....75&10%
Nos. 15 to 18..... .....75&10%
Tinned:
Nos. 6 to 14..... .....77½%
Nos. 15 to 18..... .....72½%
Cast Steel..... .....65%
Charcoal Iron..... .....60%
Gun Screw..... ..... 65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....90&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.25

Wire Rope—

Bright..... 45
Cast Steel..... ....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby..... .....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator..... .....65&10@70%
Baxter's..... .....70@70&10%
Machinists..... .....66⅔%
Solid Handle..... .....50%

Bemis & Call's:
Briggs Pattern..... .....30&10%
Improved Pipe, Bright..... 60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club..... .....40%
Superior..... .....40%
Featherweight..... .....40%
Protection..... .....40%
Boardman's..... .....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe..... .....50&10%
Gem..... .....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut..... 40%
Acme..... .....60@60&5%
Bull Dog.....70%
Hercules..... .....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 42c
Linseed, City, Boiled, in barrels, ₱ gal. 44c
Out of Town on Spot.....₱ gal. 41c
Calcutta, Raw, in barrels.....₱ gal. 55c
Lard, Prime City...₱ gal.....56@58c
Lard, Extra, No. 1..... 49@51c
Lard, No. 2..... .....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs. .....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6¼c
White Lead, Eng., in Oil..₱ lb. 8½@9¼c
Litharge, Kegs..... ..₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk..... .....1¾@2
In bladders..... .....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls..... 56@ 56½c
In machine bbls..... 56½@ 57c

Dry Colors—

	₱ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@20 c
Sienna, Italian, burnt & powdered	4½@10	c
Sienna, Italian, raw & powdered	3½@ 5½	c
Umber, Turkey, burnt	2½@ 3½	c
Umber, Turkey, raw	2½@ 3½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	8 @ 8½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	13	@15
Black Lampblack, common	8	@10 c
Blue, Chinese	35	@40 c
Blue, Prussian	32	@35 c
Blue, Ultramarine	14	@18 c
Sienna, burnt	11	@13
Sienna, raw	11	@13 c
Umber, burnt	11	@13 c
Umber, raw	10	@13 c
Brown, Vandyke	10	@13c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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Armstrong Mfg. Co., Bridgeport, Conn.

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Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

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Magnolia Metal Co., New York.

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Alfred Field & Co., New York.

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Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Magnolia Metal Co., New York.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

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Fuller Bros. & Co., New York.

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Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

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Buffalo Mfg. Co., Buffalo, N. Y.

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Enterprise Mfg. Co. of Pa., Phila.

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Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Sargent & Co., New York.

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Chandler & Farquhar, Boston.

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Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Chandler & Farquhar, Boston

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Chandler & Farquhar, Boston.

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Griffin Mfg Co., Erie, Pa.
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Geneva Tool Co., Geneva, O.
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Geneva Tool Co., Geneva, O.
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Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
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Halter Chains.
Covert Mfg Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark. N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira.
Fred. F. Bischoff & Co , Chicago, Ills. N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co , New York.
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York. N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.
Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila , Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Peloubet Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co , Shelburne Falls, Mass.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W H. Anderson & Sons, Inc., Det Mich.
L. & I. J. White Co., Buffalo, N
Wm. T. Wood & Co., Arling Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport Conn.
"Japalac."
Glidden Varnish Co,, Cleveland, O.
Job Lots.
Chas. Welland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Levels, Adjustable Sheet Steel.
Rollis Hardware Co. New York, N. Y.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Lighting System, Gasoline.
Standard Gas Lamp Co., Chicago, Ill.

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnet Hammers.
Arthur R. Robertson, Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Medicine Cabinets.
Udell Works, Indianapolis, Ind.

Mica.
Eugene Munsell & Co., New York.

Mica Canopies.
Eugene Munsell & Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
Geneva Tool Co., Geneva, O.

Moulders' Tools.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind. and New York

Polishes, Paste.
Geo. W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva O.

Radiators.
Rochester Radiator Co., Rochester, N. Y.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.
Hopkins & Allen Arms Co., Norwich, Conn.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co, Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rope Reels.
Udell Works, Indianapolis, Ind.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubberhead Tips.
The Elastic Tip Co., Boston, Mass.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co, New Haven, Conn.

Sash Pulleys.
Sargent & Co., New York.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co, New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Chas. Morrill, New York.

Saw Tools.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
Hanson Brothers, Chicago, Ills.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co, Boston, Mass.

Screw Tips.
The Elastic Tip Co., Boston, Mas.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H

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Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Settees, Iron.
Stewart Iron Works Co., Cincinnati, Ohio.

Sewing Machines.
National Sewing Machine Co., Belvidere, Ill.
New Home Sewing Machine Co., Orange, Mass., and New York City.

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St. Louis, Mo.

Shoe Polishes.
C. L. Hathaway & Sons, Inc., Boston, Mass.

Shoe Repair Tools.
John C. Kupferle, St. Louis, Mo.

Shot Guns.
Hopkins & Allen Arms Co. Norwich Conn.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spray Pumps.
The Deming Co., Salem, Ohio.

Springs, Wire.
John Chatillon & Sons, New York

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Crook & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
W. H. Anderson & Sons, Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stoves, Alcohol.
Glogau & Co., Chicago, Ill.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York.

Table Cutlery.
See Cutlery, Table.

Tack Pullers.
John H Graham & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co., Newark, N. J.

Ten Cent Specialties.
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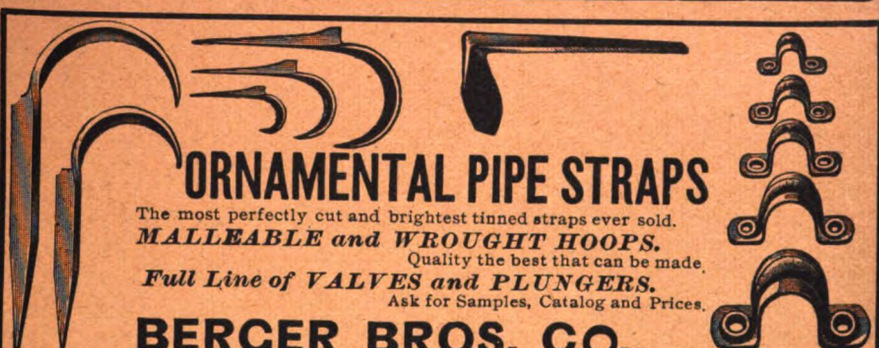
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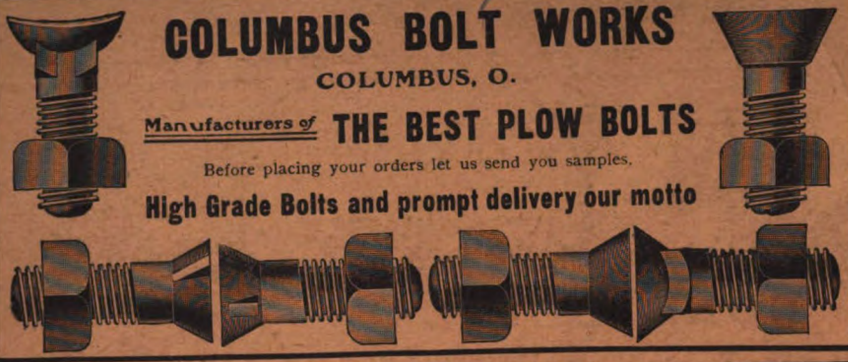
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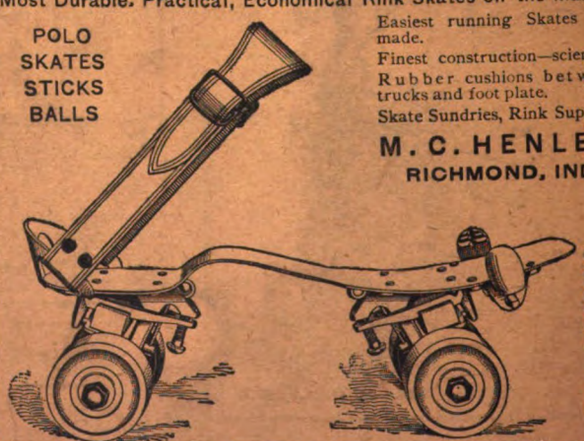
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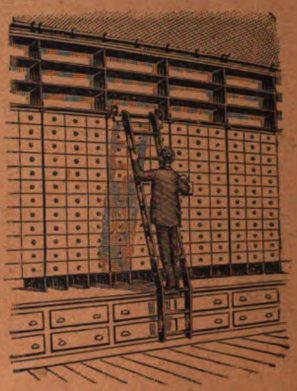


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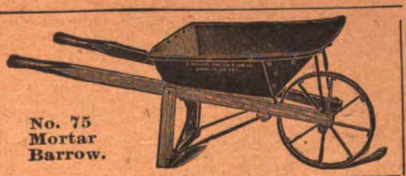


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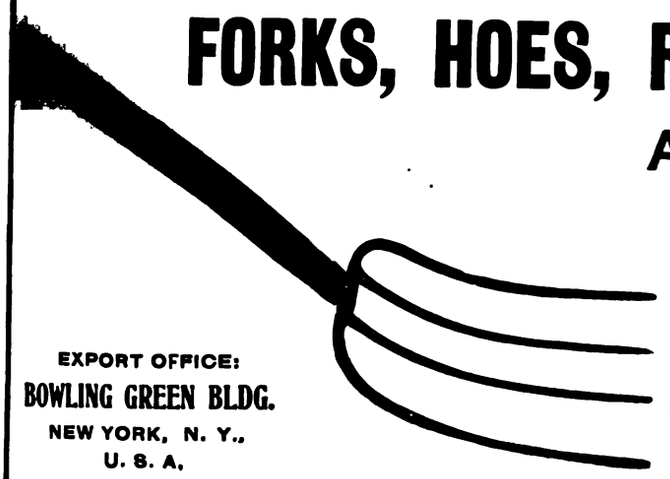
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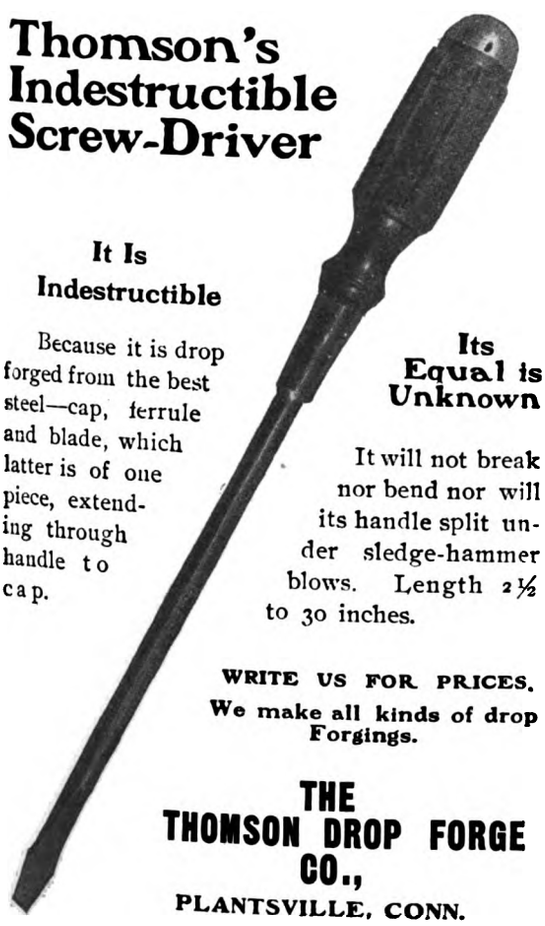


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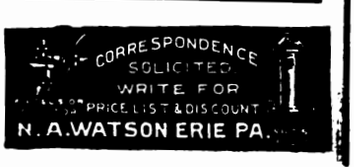


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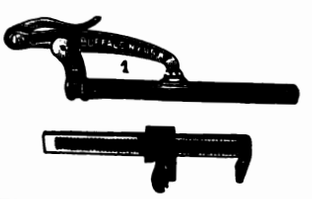
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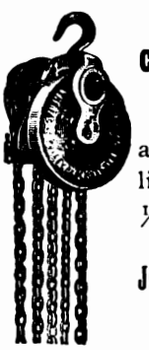
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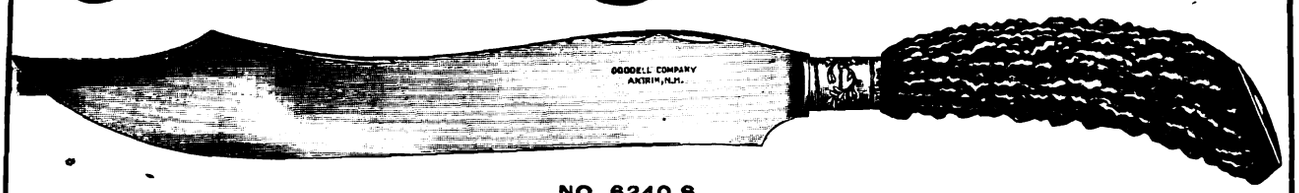


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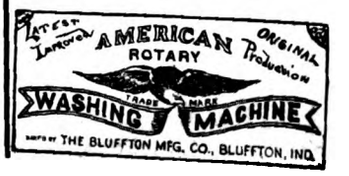
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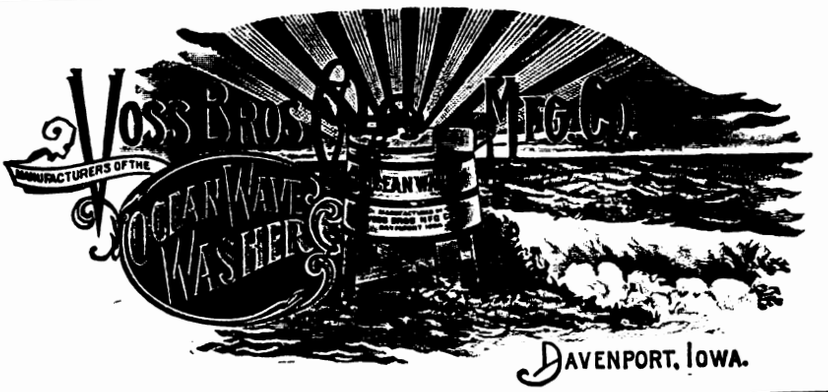
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Are You to Meet the Demand
Prepared for the Most Accurate Lasting Scale?
If Not
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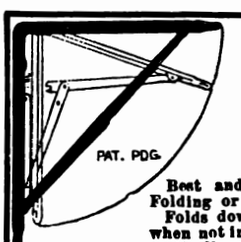
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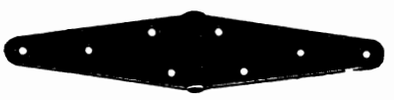
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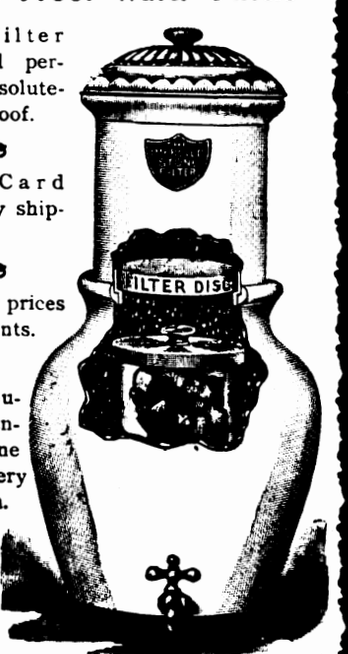
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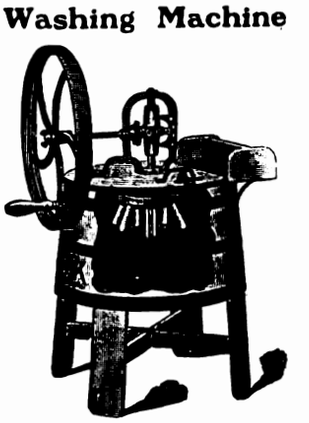
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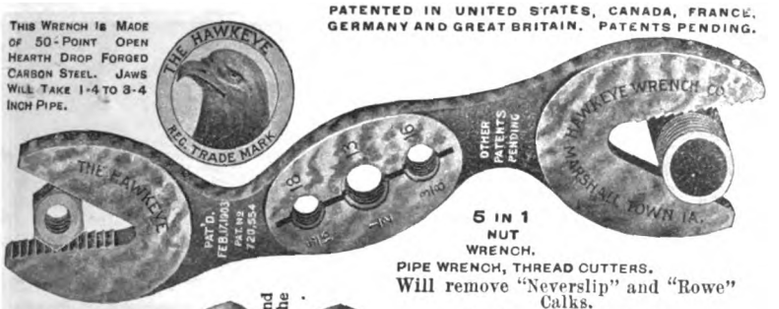
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PIPE WRENCH, THREAD CUTTERS.
Will remove "Neverslip" and "Rowe" Calks.
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The easiest selling wrench on the market
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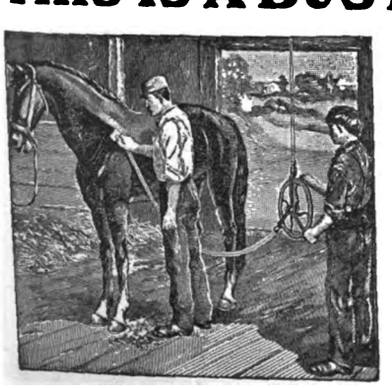
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This machine weighs only 15 lbs. Turns easy and cuts fast.

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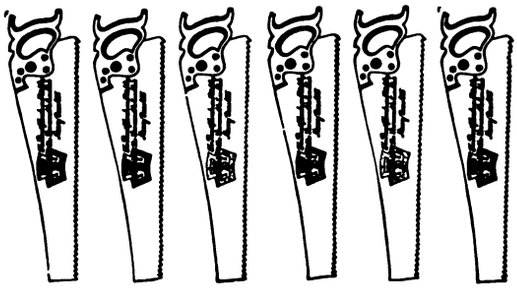
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are made right in every particular, and will give longer and better service than others less carefully made.

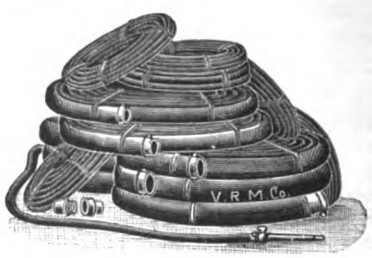
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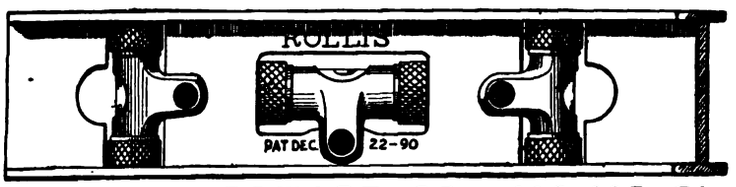
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Excels all others in quick and accurate adjustment, and in durability, though lighter in weight than cast iron levels.
They're easy sellers at a good profit Let's quote you prices.

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for Incandescent Gas Lamps . . .



6, 7 and 8 inches long, of one, two, three or six pieces, excellent quality and at profit-bearing prices.

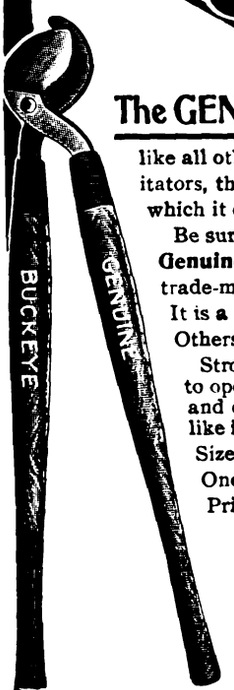
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like all other good things, has a number of imitators, that seek to grow fat on the reputation which it enjoys.

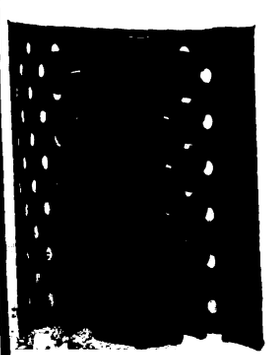
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NOVELTY MFG. CO.
JACKSON, MICH., U. S. A.



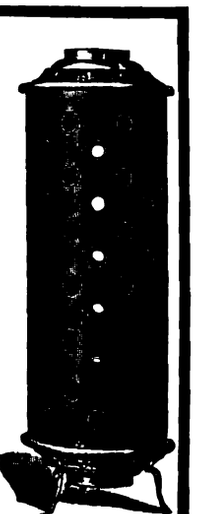
4,866 sq. ins.

SAVE 1-2 YOUR FUEL
BY USING THE
ROCHESTER RADIATOR
IT WILL DO IT

TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 96 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any **DRUM** or side heater can give.

Inquiries from your town in answer to our advertising in all the leading Magazines and Family Papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.

Over 100,000 of them in use.
Write for Descriptive Catalogue and Prices.



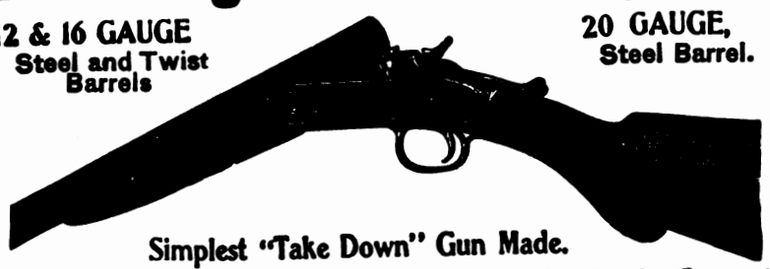
The Part that does the Business. **ROCHESTER RADIATOR COMPANY,** **150 Furnace St. Rochester, N. Y.**

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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.

Agents for Steel Tool Chests.

Send for latest catalogue.

AMERICAN TOOL CHEST CO.

200 W. Houston St.

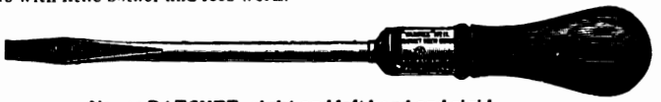
New York, U. S. A.



"Lightning" "Gem" "Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

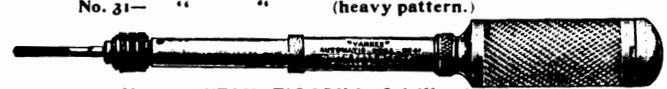
"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.

New York Agents, John H. Graham & Co., 113 Chambers St.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*

H. B. WILLSON & CO. Patent Attorneys

817 F Street West. WASHINGTON, D.C.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited,	Best Cutlery in the World.
Joseph Gillott & Sons,	Best Steel Pens in the World.
L. Hugoniot Tissot,	Best Pliers, Nippers, &c., in the World.
T. U. S. Shear Co. Operative Society Ltd.,	Best Sheep Shears in the World.
The Imperial Enamel Co.,	Best Enamelled Signs in the World.
Webster & Horsfall,	Best Steel Wire in the World.
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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S

CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S

AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

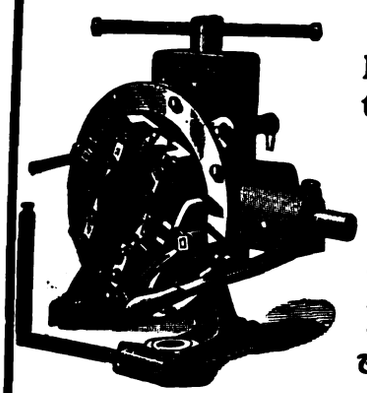
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THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET,

NEW YORK.

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No. oo Machine

ARMSTRONG'S

Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

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Bridgeport, Conn.
New York Office. 139 Centre Street.

Warren's Shelving

ONE OF THE LEADING

"Object Lessons"

AT THE

St. Louis World's Fair

62400

PEOPLE HAVE PASSED THROUGH AND INSPECTED

Warren's Model Hardware Store up to August 25th.

J. D. Warren Mfg. Co.
900 Masonic Temple
Chicago, Ill.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

"Cheer Up and Seven Other Things"

By CHARLES AUSTIN BATES.

"Charles Austin Bates always wields a vigorous pen, but his latest work "Cheer Up and Seven Other Things," contains eight of the most stirring business talks that have ever appeared over his name.

The titles "Cheer Up," "Making A Front," "Making Good," "Other Peoples Brains," "The Ill Fortunes of Brother Bill," "Things That Can't Be Done," "And All Is Advertising," and "How Shall A Young Man Succeed?" indicate the nature of the book. Rugged, straight-from-the-shoulder common sense is the keynote, yet the vein of humor running through every page makes it wonderfully entertaining.

The head of the firm can read "Cheer Up" with much profit, and every young business man who wants to make his mark will find the book worth many times the price.

"A small volume packed with sharp edged chunks of wisdom. Mr. Bates is an expert writer on advertising and what he does not know about the right way and the wrong way of advertising so as to attract public attention is hardly worth knowing.

"His bright little essays in the volume are all on the subject of advertising or business hints, and business men can hardly fail to profit while being entertained by reading them. Other people will also enjoy the little book for its practical wisdom and the cheerful spirit pervading its pages."—*The Cleveland Plaindealer.*

"In his own way Mr. Bates has the same kind of shrewd humor that made the "Letters From a Self-Made Merchant" so popular, and a good deal of the common sense business morality that marked the equally popular "Letter to Garcia." There are fun and snap in this little book."—*The Outlook*, New York.

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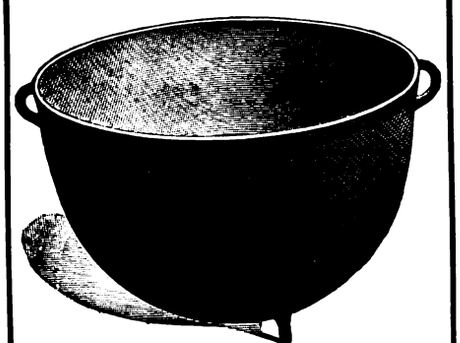
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SOUTH PITTSBURG, TENN.

The Trade Mark that stands for reliable goods, good finish and prompt shipments



SUGAR KETTLES
6 to 35 gallons. Weight 24 to 95 lbs.



ENGLISH POTS
1 to 20 gallons. Weight 5 to 69 lbs.

We have the largest and best equipped factory in the south for the manufacture of Sad Irons, Country and Stove Hollow Ware. Ground and Unground. Sugar Kettles, English Pots, Cast Iron Shoe Lasts and Stands, Kitchen and Corner Sinks, Grates, &c.

BLACKLOCK FOUNDRY
South Pittsburgh, Tenn.



PRISON, HOUSE AND STABLE WORK.
Joist Hangers; Lawn Furniture; Fencing, etc.
VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

You take no risk on the quality. We make only the best.

TRADE MARK REGISTERED
BAEDER, ADAMSON & Co.
MANUFACTURERS OF
GLUE
SAND PAPER. EMERY PAPER.
EMERY CLOTH
CURLED HAIR.
FOUNDED 1848.
NEW YORK. BOSTON CHICAGO. PHILADELPHIA.

Sand Papers in Reams and Rolls
Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & Co.
730 MARKET STREET, PHILADELPHIA.
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143 MILK STREET, BOSTON.
162 LAKE STREET, CHICAGO.

ADAM'S STEEL & WIRE WORKS,
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.
Send for Catalogue.



W. J. ADAM, JOLIET, ILLINOIS.

UDELL
DRYING RACKS

It's up to you whether you intend to worry along with Drying Racks that give little satisfaction to your customers.

It is needless for us to remind you that our



Globe Rack

is the strongest made. Stretchers are of Hard Wood, held open by Malleable Iron Hinge Braces. Closes compactly.

Five feet high. 13 stretchers. Weight 120 pounds per dozen

The Udell Works
Indianapolis, Ind.,
U. S. A.

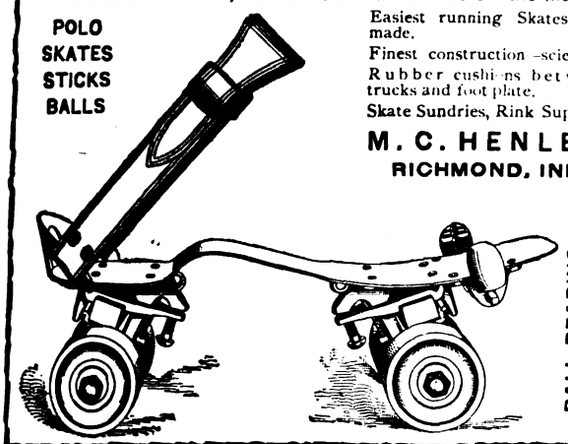
New Jersey Wire Cloth Co.
MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Henley Roller Skates

Most Durable, Practical, Economical Rink Skates on the Market.

POLO
SKATES
STICKS
BALLS

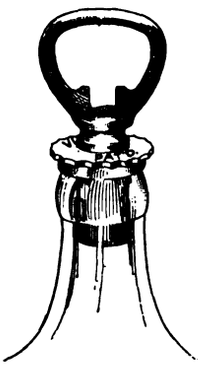


Easiest running Skates ever made.
Finest construction—scientific.
Rubber cushions between trucks and foot plate.
Skate Sundries, Rink Supplies.

M. C. HENLEY,
RICHMOND, IND.

BALL BEARING
NOISELESS
ROLLER SKATES

The Victor Bottle Stopper and Opener



opens most any capped bottle or makes it absolutely air-tight. Most simple and durable.

A Quick Seller

So great has been the demand for it that at times we have not been able to supply it.
Sample and prices sent on request.

TAPLIN MFG. CO.,
New Britain, Conn.

FRYING-PAN CLOCKS



A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised brass figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, 60-day, Calendar, Electric and Synchronized Clocks,* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. **The Prentiss Clock Improvement Co., Dept. 58, 49 Dey St., N. Y. City**

STURDY CHICKS



are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators

insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.
Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

Vrooman PATENT SANITARY Sink Strainer

"THE FAMOUS ONE"



KEEPS SINK CLEAN



Housekeepers Love It
Highly Appreciate It
Invariably Recommend It

IT'S A LEADER VERY POPULAR

With the ladies.
Always preferred, as

IT HAS NO EQUAL IT'S A WORKER

IN the store it sells itself.
IN the sink it sells a hundred others.

It can be used in any Sink with Stand

Ask Your Jobber for Vrooman Strainer and Stand

F. H. & C. B. Vrooman

325 DEARBORN STREET — CHICAGO, ILL., U. S. A

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.

ALL SHEET METAL WORKERS

WILL APPRECIATE ONE OF OUR

"APOLLO Best Bloom" Weight Cards

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

We have just found a quantity of these at one of our Plants, and while they bear the name of the American Sheet Steel Company, and are, therefore, a little out of date as to the name of our Company, the information they contain is as valuable as ever and will be of great help to any person who uses Galvanized Sheets.

The "APOLLO" Weight Cards not only tell the size, gauge, weight and number of sheets per bundle, but also the number of square feet in all the various sized sheets.

The Apollo Best Bloom Galvanized Sheets and the Apollo Weight Cards are much alike; they both save the user lots of time, money, worry and guess work.

If you can use an Apollo Weight Card, write to W. C. Cronemeyer, Advertising Agent, 222 Frick Building, Pittsburgh, Pa., and one will be sent by return mail.

American Sheet & Tin Plate Company

Frick Building, Pittsburgh, Pa.





THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

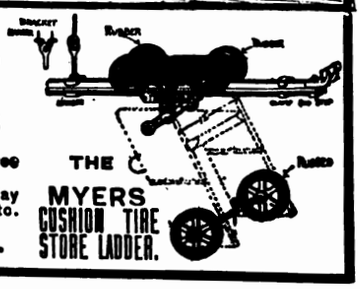
MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

Write for Descriptive Circulars to

F. E. MYERS & BRO., Ashland, O.



THE MYERS CUSHION TIRE STORE LADDER.

A 2-Cent Stamp

sent us will bring you all particulars about

DAVISON'S MINIATURE TOOLS



SOLD ON CONSIGNMENT

Such is their salability that we sell them that way, to be returned at our expense if not sold.

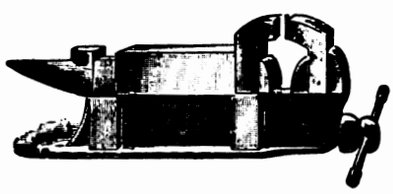
25c Each; $2.00 per doz.

Davison Mfg. Co.

112 FRONT ST.

Brooklyn, - N. Y.

HANSON VISE



Five Tools in One

Anvil, Anvil Vise, Saw Clamp, Drill and Pipe Vise.

One of the most popular articles on the market.

Send a sample order and we are assured of your future ones.

Stowell Mfg. & Fdy. Co.

61-94 FIFTH AVENUE,

South Milwaukee, - Wis.

RIVETS & WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Pens.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

THE A. J. PHILLIPS CO.
FENTON, MICH.

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WHITE

"There is no better way to judge the future except by the past."
—Daniel Webster.

What better standard could be set for the purchase of Edge Tools?

White's Edge Tools

welcome such a test from Hardware men everywhere. For nearly three-quarters of a century our Edge Tools have never failed to give satisfaction—

They are favorites with those who sell and those who buy them.

A Certainty

We are the largest manufacturers of Edge Tools. Our variety is endless. Our facilities are unequalled. Are we on your list for 1904? If not, write us.

L. & I. J. WHITE CO.

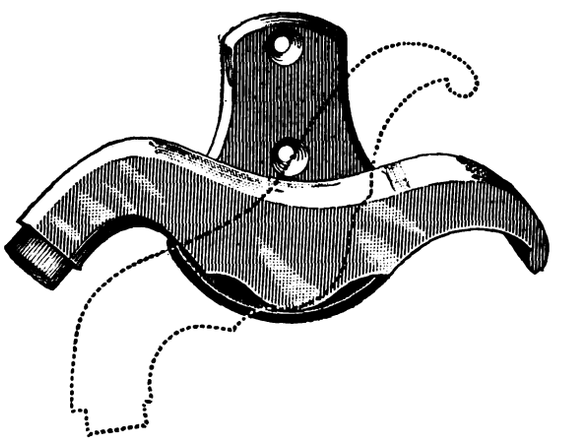
Buffalo, N. Y., U. S. A.

Simplicity
Durability
Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,

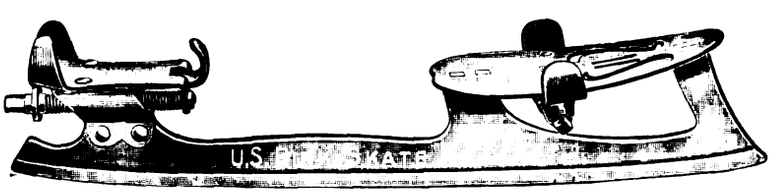
Rochester, N. Y.

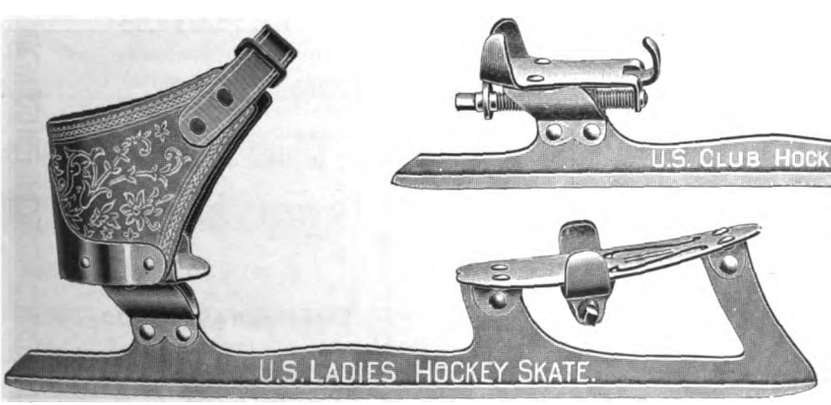
Lowentraut's ICE SKATES

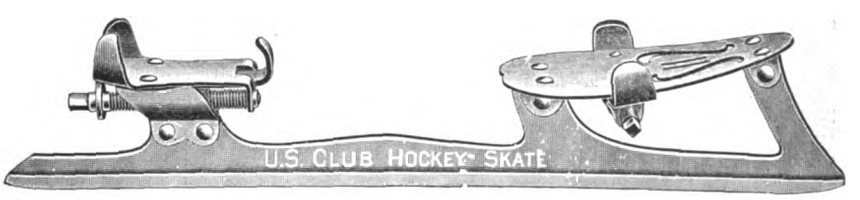
Manufactured by

P. LOWENTRAUT MFG. CO.

Our line for the season 1904-5 has been greatly inproved, and new goods added.







New Catalogue Now Ready . .

SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London, E. C., Eng.

123 California St., San Francisco, Cal.

Copenhagen (Freeport).

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POST-HOLE DIGGERS
NINE STYLES



Write for our Catalog **F. E. KOHLER & CO.** Canton, Ohio U. S. A.

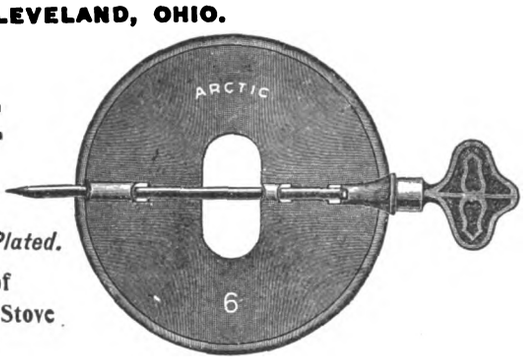
BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.

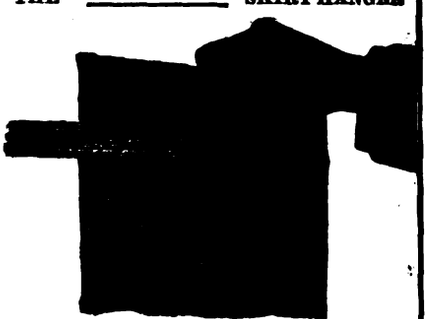
ARCTIC STOVE PIPE DAMPER.

Handle Polished and Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

"ENTERPRISE"
PATENTED HARDWARE SPECIALTIES

RAPID GRINDING AND PULVERIZING MILLS


No. 00, $1.25


No. 0, $1.50


No. 3, $5.50

Bone, Shell and Corn Mill


No. 750, $8.50

45 Sizes and Styles for Hand, Steam and Electric Power

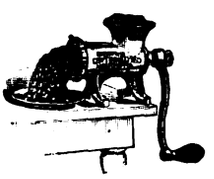
Meat Juice Extractor


No. 21, $2.50

MEAT AND FOOD CHOPPERS


No. 2, $1.50


No. 5, $2.00


No. 12, $2.75

50 Sizes and Styles for Hand, Steam and Electric Power

Send for Illustrated Catalogue describing many other Useful Articles **Order from your Jobber**

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10 Warren St.

The Enterprise Mfg. Co. of Pa.
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Before placing your Fall orders for Axle Grease it behooves you to consider that the best is none too good for your trade—none other than



Frazer's Axle Grease

It is the standard by which other kinds are ad judged good, bad or indifferent.

The U. S. Government uses it—why shouldn't you? Think it over.

Frazer Lubricator Co.,

85 Murray St., New York.



Wear and Tear

in Horse Nails has been reduced to a minimum in

The New Putnam Horse Nails.

WHY? Because they are made by a newly patented process which increases the natural strength of the iron.

The Highest Test

for tensil strength, elongation and elastic limit was stood by The New Putnam Horse Nails.

Wherever tried they have given entire satisfaction.

They will sell and stay sold. **We have a Special offer.** Write us.

Putnam Nail Co.

Neponset, Boston,

Mass.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE.

General Industrial Agent,

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We have a good location for your plant.



Possibly you have long wanted to sell a range that combined Economical Fuel Consumption with Rapid Baking Features?

HERE IS YOUR OPPORTUNITY

We want a Hardware or Stove Dealer in every town to sell the

Folsom Steel Range

The range that has met every test and fills every requirement.

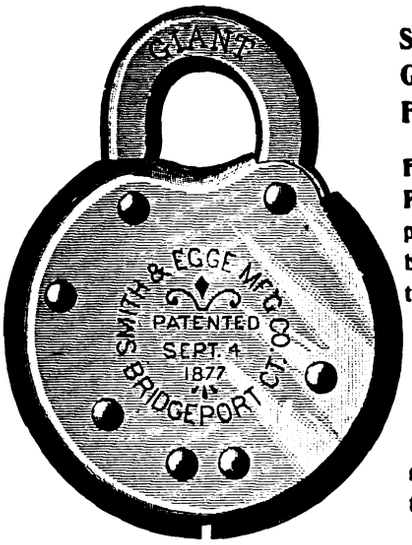
Ask us for information and we will send you detailed particulars.

The C. G. Folsom Mfg. Co.

South Bend, Ind.

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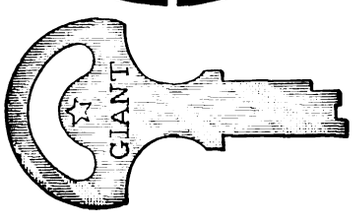
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Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

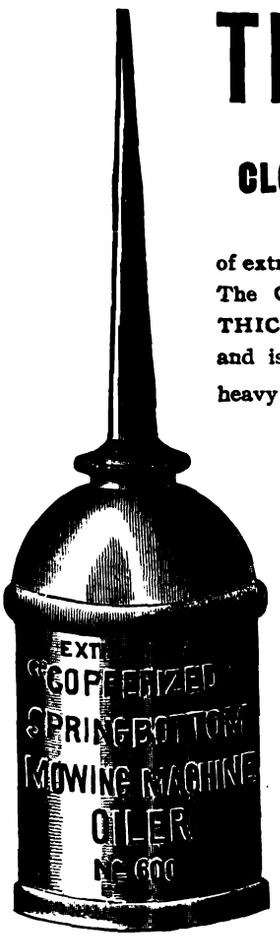
ALL PADLOCKS made with four tumblers each.



WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.

THIS CAN



HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.



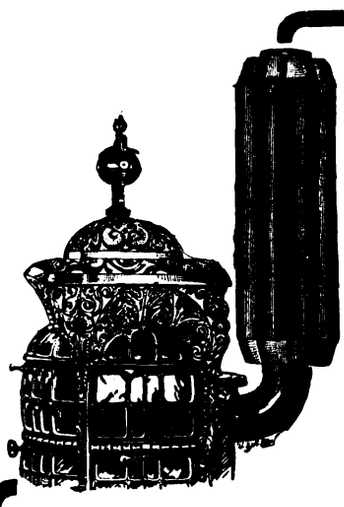
L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

The L. S. STARRETT CO.
ATHOL, MASS., U. S. A.

NEW YORK 123 Liberty St. CHICAGO, 15 South Canal St.



60% HEAT

Wasted or Saved--

WHICH?

We know of no device which positively saves 60 per cent. of the heat obtained from fuel usually going up the chimney and which effects a corresponding reduction in coal bills, than

THE PERFECTION RADIATOR

Scientifically constructed, it controls and generates from any stove or furnace 60 per cent. of heat usually going to waste without its use.

Fits any stove or furnace—makes both do double duty.

Ask for our "Cold Facts on a Warm Subject"—it tells all about it.

THE BENNETT & MASON CO.
311-313 STATE ST. ROCHESTER, N. Y.

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HARDWARE

HAMMACHER, SCHLEMMER & CO.

Hammacher, Schlemmer & Co., 207-209 Bowery, New York, have moved their old store, which they have occupied since the business was established in 1848, to a large building at Fourth Avenue and Thirteenth Street, which has been especially fitted up for their particular requirements. They deal in Tools for machinists, metal workers, carpenters, wood workers and manual training schools, making a specialty of the latter feature. The general line is shown in a catalogue of nearly 1,000 pages. Special catalogues are also issued of Cabinet Hardware and Fancy Cabinet Trimmings, Builders' Hardware, Refrigerator Hardware and Bar Trimmings. Another line that they deal in comprehensively is Piano Hardware, Tools and Materials of all kinds; in such goods they carry the most complete line in the country.

F. A. NELLEGAR COMPANY.

Wells & Nellegar Company, a progressive Hardware jobbing house of Chicago, Ill., having sold a portion of its capital stock to Robert C. Bialy, a prominent Hardware merchant of Bay City, Mich., he will become actively associated with the company about December 1st, when he will take charge of important departments of the business. The capital stock of the company will be increased, a new wholesale catalogue issued and in other ways the business will be given new impetus as a result of Mr. Bialy's admission to the company. There will be no change in the personnel of the company, as J. B. Nellegar, Robert M. Wells and J. B. Bettles, who have been officers of the firm for 26 years, will retain their same active interests.

BLACK SATIN POLISH.

The efforts of the Black Satin Polish Co. to push its product before the attention of consumers is meeting with its reward. Retailers everywhere are reporting a great increase in sales, and prospects are strong of a still greater demand, as the Black Satin Polish Co. will greatly increase its advertising expenditure between now and the first of the New Year.

FIFTY YEARS' SERVICE.

Edward B. Rice, one of the employees of the Walworth Manufacturing Co., Boston, Mass., was presented last week with a loving cup as a mark of appreciation and esteem upon his rounding out fifty years in the employ of the company. October 19th, 1854, Mr. Rice entered the employ of the Walworth Manufacturing Co., at the age of fourteen, and now occupies a prominent position in their Federal Street office.

FREE TO METAL WORKERS.

We wish to draw the attention of Galvanized Sheet Metal Workers to the offer of the American Sheet and Tin Plate Co. in this issue.

Some time ago a quantity of "Apollo Best Bloom" Weight Cards were found at one of their plants. These were printed for the American Sheet Steel Co. before it and the Ameircan Tin Plate Co were merged, and therefore bear the former's name.

This, however, does not affect their value, and as they give the size, gauge, weight per sheet, number of sheets per bundle and square feet of surface in each sized sheet, they will not only be found valuable to every person who estimates upon cornice and other sheet metal work, but will save them a great deal of time, worry and work.

Rather than have this valuable information wasted, the company offers to send one of these cards, which are 19½x14 inches in size, printed in two colors upon tough cardboard and ready for hanging in the most convenient place, to all metal workers who will send their names and mention HARDWARE to W. C. Cronemeyer, Advertising Agent, 222 Frick Building, Pittsburg, Pa.

JOHN YEAGER HOLDS THE WORLD'S RECORD.

On Wednesday, October 12th, in the Live Stock Pavilion at the World's Fair, St. Louis, in conjunction with the sheep shearing contest under the auspices of the International Sheep Shearing Festival Association, the world's record for fast horse clipping was broken by John Yeager, of St. Louis. He clipped the well-known pacer "Keno" (record 2.06) in 13¾ minutes. About 10,000 people were present, and it excited a great deal of enthusiasm. Mr. Yeager now holds the world's record as a fast horse clipper. The machine with which this record was made was manufactured by the Chicago Flexible Shaft Co., and is known as their 1902 Stewart Clipper. It sells at $10.75.

NEW YORK STATE JOBBERS.

The annual meeting of the New York State Association of Hardware Jobbers was held at the Buffalo Club, Buffalo, N. Y., on Thursday, October 6th, at 10.30 a. m. The following officers were elected for the ensuing year: President, Griff D. Palmer, Rochester, N. Y.; vice-president, Henry W. Millar, Utica, N. Y.; secretary-treasurer, Joseph Born, Syracuse, N. Y.; directors, Hobart Weed, Buffalo, N. Y.; Irving D. Booth, Elmira, N. Y.

After the meeting the members present were entertained by the Buffalo Jobbers at the Buffalo Club.

The following firms are members of this association:

Troy, N. Y.—J. M. Warren & Co.

Albany, N. Y.—Albany Hardware & Iron Co.

Utica, N. Y.—Wright-Dana Hardware Co., Chas. Millar & Son Co., Roberts Hardware Co.

Syracuse, N. Y.—Burhans & Black Co.

Binghamton, N. Y.—Babcock, Hinds & Underwood.

Elmira, N. Y.—Barker, Rose & Clinton Co., Irving D. Booth.

Rochester, N. Y.—Mathews & Boucher, Weaver, Palmer & Richmond.

Buffalo, N. Y.—Weed & Co., Sidney Shepard & Co., Buffalo Wholesale Hardware Co.

Kingston, N. Y.—J. T. Johnson.

Watertown, N. Y.—W. W. Conde.

Ithaca, N. Y.—Treman, King & Co

Wilkes-Barre, Pa.—Phelps, Straw & Co.

POSTAL PROGRESS LEAGUE.

Another batch of circular matter has arrived from The Postal Progress (?) League with a circular letter requesting favorable mention. Included in the list is a booklet giving a list of subscribers for the support of Mr. Cowles and incidentally the business of the League. The largest subscribers are Magazine publishers, to whom, of course, the passage of a parcel post law would be a great boon; among the others are book publishers and firms in other lines, a large amount of whose business is transacted by mail.

An "open letter" is also enclosed, in which it is stated that the People's party candidate for President is heartily in favor of the parcels post, and a long sheet full of "Postal Trouble" paragraphs, giving, as it were, the different symptoms of the disease and recommending as a cure-all a membership in the League and treatment under "Dr." Cowles.

ORGANIZATION MEETING POSTPONED.

The organization meeting of the supply and machinery dealers of the Northeast and West, which was to have been held in Cleveland, Ohio, on the 18th and 19th of October, has been postponed, the new dates not yet having been decided upon. The meeting will be held in Cleveland and due notice of the time and place will be given.

The reason for the postponement of the meeting was that the details of the organization had not been as fully perfected as was desired, and many of the dealers had not had time to make proper arrangements as to attending the meeting. The success of the movement is assured, but those interested are anxious to get matters in as near perfect condition as possible before the meeting convenes.

OLDEST PLOW IN AMERICA.

The oldest plow in America is owned by Theodore Pidcock, a farmer of Washington Township. He purchased the implement at an auction sale held by the Tellibelly family, of Schooley's Mountain, in which household it had been kept for 250 years, having been brought by the Dutch to New Amsterdam (New York) in 1654. It is built on the same lines as modern plows, has a wooden mold board and a wrought iron share. It has but one handle, this being held in the left hand.

EAGLE MOP WRINGERS.

The Eagle Cooperage Works, Shelbyville, Ohio, manufacturers of the Eagle Mop Wringers, are now placing these goods on the market in three sizes. The "Domestic" is for general household use, and holds ten quarts of water; the "Standard" is the same as the old original size and holds fourteen quarts, and the "Janitor" size holds twenty-two quarts of water. This arrangement should add very materially to the already large demand for the goods made by this firm.

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HARDWARE

VOL. XXIX. OCTOBER 25, 1904. NO. 2

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,
309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

A great improvement is noticeable throughout the trade during the last fortnight and more confidence is now felt in trade transactions which will bring 1904 to the front as still enjoying a prosperity continuing the conditions of a good business with a more eager demand, and with a prospect for the future that few could have anticipated a month ago. The crops have turned out to be much larger than we could have anticipated with the promise of being marketed at prices that will make the farmers happy; the absence of any disturbance of a financial character to upset calculations; the strong stock market in Wall Street, which, however much we may deride it, is felt all over the country to be significant of sound, unyielding confidence in the future, the presidential election to the contrary, notwithstanding.

Orders have been flooding the factory to bring the stocks up to a standard where all orders may be filled promptly so that nothing may be lost to the genera business, and showing by the frequency that the stocks are depleted to a larger extent than usual. There have been fewer changes in prices during the past two weeks and the few that have occurred were advances, strengthening the market if nothing else and making the dealers feel that conditions of the future were of a safe and satisfactory character.

The general feeling now prevailing in the market is that Nails, either wire or cut, were a safe purchase at present prices, and the dealer who secured them was lucky to get a full supply at prevailing quotations. The fact of the manufacturer limiting the time of supply to thirty days, and the return of large orders demanding new conditions as to time, being turned down, indicate the fact that no very profitable business can be transacted at the present terms.

Purchases for Holiday requirements are now the order of the day, and they will be made early enough to be made useful for Thanksgiving Day as well. Cutlery of every description, which is the long suit of the Hardwaremen, can be counted upon as a ready sale. Carvers and steels will be selected for Thanksgiving, and the Christmas trade will be benefited by Table and Pocket Cutlery and various specialties in the line of Plated ware that are without number. Jobbers' stocks are full and complete with everything that will tempt the country buyer to add to an assortment already considered large enough.

The Joint Committee's Action.

On another page of this issue of HARDWARE appears a communication from the Wholesale and Retail Hardware Joint Committee, which should be read by every one in the trade. It would seem that a good beginning had been made and the committee is to be congratulated on the result of the summer's work. In our estimation the committee bears down a little too hard on the "great privileges and large fortunes" enjoyed by Manufacturers of Hardware and places on that branch of the trade too large a share of the blame for the present condition of affairs. At the same time it is hoped the committee will receive the full support of every one connected with the trade in whatever branch they may be interested. This paper is not inclined to believe that the fight is won or that it can be won entirely, by the method proposed. Not all Manufacturers and Jobbers of Hardware in this country are members of the two associations; how, then are the actions of non-members to be controlled? Suppose every Manufacturer and Jobber in this country should agree to refuse to sell goods to Catalogue Houses, and that each and every firm should adhere absolutely to the terms of the agreement; is it to be supposed that these catalogue houses, backed by their enormous capital, would not find some way of getting the goods? It is possible that by the carrying out of this action the sale by catalogue houses of the goods bearing standard, well-known brands may be controlled to some extent, and their Hardware business in a measure curtailed; but it is our opinion that no very material reduction will be made in the amount of Hardware business done by catalogue houses until work is commenced properly at the other end of the line—the Retail Hardware Dealer. In our opinion, here is the greatest opportunity for good, effectual work by the State Associations. When the country retailer cleans up his store, arranges his goods tastefully and makes his place of business one in which both men and women will feel comfortable; dresses his windows and spends a little money on paint and printers' ink; keeps his stock and his knowledge of it up to date; then, and not till then, will he have such a control over the trade in his neighborhood that the catalogues of the mail order house will no longer occupy the place of the family Bible on the farmer's table.

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A WORD TO OUR SUBSCRIBERS.

Did it ever occur to you, Mr. Dealer, that if, in writing to our advertisers, you would always add "Saw it in HARDWARE," you would be helping us to make HARDWARE a better paper, and that without any increase in the subscription price you pay us, you would get more and better things in HARDWARE to help you in business?

You ask why? Because by far the greater part of the income of any trade paper comes from its advertisers; advertisers want results; they want inquiries from dealers who mention the paper in which they saw the goods advertised. The more such inquiries they get where HARDWARE is mentioned, the more space they use in HARDWARE; as the advertising pages of HARDWARE increase, the editorial pages are increased proportionately. See the point? Just the addition of those four words, "Saw it in HARDWARE," helps the manufacturer in selecting papers in which to advertise his goods; helps the publishers of the paper mentioned; and helps the dealer himself by bettering the quality of his trade paper.

COMPARISON OF RETAIL PRICES.

(Written for Hardware.)

By F. F. PURDY.

That there is ample basis for the contention that the prices of the stock of regular Hardware dealers are on a lower level than those of the department stores, notwithstanding their claims to pre-eminence in that line can be proven by any one who will take the pains to make an investigation. An inquiry into the situation in Greater New York verified this statement as far as circumstances admitted of exact comparisons.

Take Mrs. Potts' irons for instance. Three department stores sold them at prices ranging from 98 cents to $1.05. Two of the Hardware stores priced them regularly at 88 and 89 cents. Ordinary coal hods, of equal quality as far as could be ascertained, were sold by the department stores at from 30 to 33 cents; by the Hardware dealers at from 25 to 28 cents. Ash sifters ranged from 55 to 68 cents at the department stores; from 50 to 60 cents at the Hardware stores. Ash cans ranged from 98 cents to $1.15 in the department stores, and from $1.09 to $1.20 in the single line stores, though as ash cans are of such varied make that comparisons are difficult.

It seems, from the aspect of the stocks of the department stores, to be the policy to control lines as far as possible in as wide an extent of territory as can be secured, or at least to avoid duplicating the goods of nearby departments. This, of course, prevents the possible price cutting that might be inaugurated if two or more neighboring houses sold several advertised brands of the same kinds of goods.

Dealers in Hardware, when seen, expressed regret that contrary to the practice in many cities and States, no organization had been formed in the metropolitan district in the several boroughs to co-operate in meeting the questions that have so long been forcing themselves on the attention of the trade. The dealers, while they have lost to a certain extent the trade in house furnishings and kitchen utensils that should be controlled by them, by the encroachments of the department stores, are by no means the easy mark that some of the dealers in other lines have been. A great portion of the sales of Hardware are made to men, and men do not fancy making their way through silks and corsets to get to a hammer, saw and nails. There is an excellent basis for co-operation among the Hardware dealers that does not exist in other separate trades. One achievement might be the fixing of a scale of prices for as large a number of staples and specialties as possible after a sufficient number of dealers had become interested in the association. Organization has proceeded to a commendable extent in the retail Hardware trade throughout the country, but there are many localities, Greater New York among them, where much might be done by united effort. The manufacturers and wholesale dealers naturally follow the lines of least resistance in fighting for trade and wherever they run up against a solid argument by a united body it meets with their respectful consideration. Besides, there are many ideas that may be obtained by a comparison of experiences and the asperities of competition may be softened to a large extent and a better feeling engendered among neighboring merchants.

The past methods of stockkeeping is a question that occasionally comes to the front for consideration. It is of prime importance to the Hardware trade, considering the great variety of the goods in stock. A comparison of methods here should be of value. One dealer has inaugurated a card system which he says has worked very satisfactorily. Most dealers, however, still seem to cling to the regular "stock" and "want" books which have served so well in the past. If there are better methods of stockkeeping they should be brought to light, and we shall be glad to hear from any of our friends who have good ideas in this direction. The best methods of knowing in a moment just what is on hand and what is not, is not only a time saver and a great convenience, but assists on many occasions in making a sale which would otherwise be lost by having the goods that are wanted on hand at the right moment.

THE JOINT COMMITTEE'S ACTION.

ON THE CATALOGUE HOUSE QUESTION.

The wholesale and retail Hardware Joint Committee have sent out to the members of the National Hardware Association a digest of the prices issued by the two principal Chicago catalogue houses, the object being to familiarize jobbers with the lines of goods handled by these houses and the prices quoted to consumers. Following is a portion of the communication sent with the digest by the secretary of the committee, T. James Fernley:

"Notwithstanding some of the hair-splitting articles written on this subject, this catalogue house question is a very simple one. Some of the side issues which have been raised are intended to divert attention from the main principles involved. Shorn of all technicalities and expressed in an A B C manner, the facts in regard to the catalogue house question are as follows:

"More than ninety-five per cent of the Hardware, Cutlery and Sporting Goods sold in the United States is distributed through jobbers and retail dealers. Until recent years manufacturers have been satisfied with this method of distribution. Of late, however, several mammoth establishments have developed that buy direct from manufacturers and sell direct to consumers. Their voluminous catalogues are distributed broadcast throughout the land. These catalogues do great damage to the jobbing and retail trade, not so much on account of sales that are made, but because they establish the standard of prices on many well-known lines of goods for retail dealers. The success of several of these houses has encouraged others in the large trade centres to enter the same business, and a point has been reached when jobbers and retailers who are distributing ninety-five per cent of the goods consumed in the country on their lines must ask the manufacturers where they stand on this question. The methods of distributing goods through jobbers and retailers, and through catalogue houses selling direct to consumers, cannot exist side by side. Either one system or the other must prevail.

In this issue the interests of the retail dealer and the jobber are identical. Every dollar's worth of goods sold by the catalogue house is not sold by the retail dealer or jobber. If this system of distribution increases it means a decrease in the distribution of goods through jobbers and retailers. A manufacturer who claims to be a friend of the jobber and retailer cannot consistently help build up a system which means the elimination of both jobber and retailer.

"The manufacturers of this country have been very generously treated by its people. More and larger fortunes have been made in manufacturing in the last twenty-five years than in either jobbing or retailing. Notwithstanding the protection of patents and the protection of the tariff, in order to protect themselves against competition in their own ranks a large number of the important manufacturers in our line of business have formed combinations or selling arrangements, which have practically eliminated competition and have guaranteed to them large profits.

"To these things the jobbers and retailers of the country have submitted. But when many of the leading manufacturers, upon whom we depend for our supplies, go still further and encourage a system of doing business which means, in its natural development, the wiping out of the jobbing and retailing business as it exists to-day, we think it is high time for both jobbers and retailers to enter an emphatic protest.

"This committee respectfully asks every jobber who receives this digest to give the prices shown therein his most careful consideration, not forgetting the twenty-five per cent the retail dealer must add to the jobber's selling price in order to make a net profit of five per cent. We ask the jobbers to take up this matter with their buyers, and to have their buyers take up this question in a forcible manner with the representatives of the manufacturers whose goods are shown in this digest.

"It is our opinion that a manufacturer can best show his friendship for the jobbing and retail Hardware trade by not selling catalogue houses that sell direct to consumers. But if he insists upon selling this class of trade, then he should regulate

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their prices so that the retail dealer can meet these prices and have a fair margin of profit left after paying the necessary expense of doing business. A differential of ten per cent does not protect the retail dealer, as that is very much less than the average cost of doing business of the retailers of this country.

"All the prominent Hardware jobbers in the United States, without exception, have agreed not to sell any goods to catalogue houses. They have sacrificed a large volume of business in taking this stand. Is it too much for us to ask the manufacturers, from whom we buy our goods, to stand by us in this movement? The manufacturers of the country, having had their profits protected by the patent laws, by the tariff and by various combinations, pools and selling arrangements, should certainly be willing to grant some share of this 'protection' to their wholesale and retail customers by considering the interests of those dealers who distribute ninety-five per cent of their products."

MAIL ORDER BUSINESS AND FARMER TRADE.

A large percentage of the sales of the catalogue houses are to the rural population, and particularly since the advent of the rural free delivery system the big catalogues of these establishments are an important part of the furnishings of many farmers' homes. It would therefore seem that one of the best methods of preventing a further growth of the mail order business would be for the retail Hardwaremen to devote more attention to cultivating the friendship of the farmer, catering to his desires and seeking to direct his attention to the home store. Hardware and other stores in all parts of the country number among their regular patrons not a few who are engaged in the business of tilling the soil. Now, as a matter of fact, the average farmer is above the average city man in respect to character and sterling merit. Even if you deny this, you will admit that he is thrifty, generally honest and able to pay for what he buys; and from his natural situation a good prospective customer of the Hardware store. And yours should be *the* Hardware store, in his opinion. Any dealer whose store is accessible to agricultural districts should bend every effort to make friends with the farmer, and to secure his trade. To this end it would seem advisable that the dealer carry in stock farm tools, implements and machinery, poultry accessories, seeds and some special sundries, and, of course, a line of kitchen goods, milk pails, tin cans and pans and the like. You are in business for money; and if a few shelves of tin and wooden ware can be profitably added you should have them and the business they represent. Besides, they would help the sales of other goods. The farmer, or the farmer's wife who walks through your store to look at a cream separator or stall rope or feed trough, is pretty sure to see something among the standard goods which is wanted. This, if your stock is comprehensive and properly displayed. Hide duplicate stock in nearby dark corners, if you must, but display clean samples of everything you carry. But to return to our farmer. If you want him for a permanent customer you must "treat him handsome" and make him feel thoroughly at home in your store. Frank and hospitable by nature, himself, he appreciates these qualities in another; and opens his heart—and pocketbook—to those who give him hearty welcome and show interest in his affairs. Teach him to look upon your store as headquarters when in town, and take pains to really get acquainted with him, not as a "class," but individually. The *Ad. World* says: "When Mr. Farmer comes to your store, fastens his horse at the door or nearby, or still better, in your horseshed and comes in, have a cheerful word of welcome for him. Call him by name; give him the freedom of the whole place. In doing this, don't be over officious, so as to annoy or embarrass him. Remember how ill at ease some over-zealous clerks have made you feel on past occasions, and avoid frighetning him away, while yet never neglecting him. Have a comfortable chair for him where it's warm in winter and cool in summer; and a seat for his 'sisters and his cousins and his aunts' when they chance to drop in with him. They'll be apt to come oftener, and we must remember that the farmer's wife steers the farmer's buying. Entering the shop, very likely after a long ride, such thoughtfulness will be appreciated, and it costs more in planning than in time or money. In any event, these people are very human, like the rest of us, and respond to attentions extended to them in good spirit, sincerely, heartily and without fuss and pretension.

REMEMBER THE HOMELY HABITS

and virtues of Uncle Ab, and Aunt Jane, and while you are generous and liberal in treatment be careful not to put matters on a plane too far above theirs of everyday. And be sure your sin will find you out if you don't treat Ab. right in quality and price. Abner's whiskers may be long—but so is his head; and if his coat is common—so is his sense! The fact is, our agricultural customer, even if he comes to town from a long distance, is better posted than we are apt to believe; and at all times his native shrewdness stands him in good stead.

"Then, too, he carries away the story of your favors, and once established in the esteem of Uncle Ab., your bargains, your little kindnesses, your invariably cheery welcome, your honest dealing and continued fairness are expressed in no measured terms outside your presence. The result is—more farmer customers; more sales of farm machinery with good, juicy profit on every transaction; more friends, and less business for mail order houses in your section.

"The rural mail delivery and suburban telephone service are all adding to the desirability of the farmer as a customer. Begin right away to cultivate him. Put yourself out to oblige him. Get lists of nearby families and mail to Abner and his folk business literature—printed invitations to come in and see you 'whether ready to buy or not.' Keep this matter down to the plain, everyday style of address, easy to understand and to respond to. Follow up the list and keep the people on it well posted as to new goods in their line; there are plenty of such. When these callers wander around the store curiously, show them 'how it works'—when you catch their attention directed to a patent device or a new mechanism of any kind.

"Put prices on everything you can, marked in plain figures. Omission of the price will make one go away ignorant of the most important item involved—the cost. Not seeing it he will, nine times out of ten, guess it to be more expensive than it really is; or, failing to ask price (and every customer cannot ask the price of everything) he may thereby put off buying something which he might have bought in that hour, and bought of you.

"Some of the brightest men of our times came from the country—perhaps you are one of them. The farmer is the backbone of the Union. He buys more goods than any other class of citizen. His credit is better than nearly any other. He has more money in the savings bank. His needs are constant, so his trade is of a permanent kind."

WORLD'S FAIR AWARDS.

The awards on exhibits in the Machinery and Mines and Metallurgy buildings at the Louisiana Purchase Exposition have just been made by the Superior Jury of Awards. Gold medals have been awarded to the following firms, in whom those in the Hardware trade are interested:

Keuffel & Esser Co., New York, Mine Surveying Instruments.
Vermont Slate Co., Zanesville, Ohio, Slate.
L. S. Starrett Co., Athol, Mass.
Walworth Manufacturing Co., Boston, Mass.
Cleveland Stone Co., Cleveland, Grindstones.
Yale & Towne Manufacturing Co., New York.
J. H. Williams & Co., Brooklyn, N. Y.
Rider-Ericson Engine Co., New York.
Linkenheimer Co., Cincinnati, Ohio.
Eureka Fire Hose Co., Jersey City, N. J.
Carborundum Co., Niagara Falls, N. Y.

Grand prizes were awarded to the following:

Pike Manufacturing Co., Pike, N. H.
A. Leschen & Sons Rope Co., St. Louis, Mo.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Liability of Unincorporated Association.

Question: I sold bread and rolls for a year to a social club for use in a restaurant, kept by one of the members. He paid me some amounts on account and finally left town, leaving a balance of fifty dollars unpaid. Can I sue the club?

Reply: You do not state whether the club is or is not incorporated. If it is a corporation and you can prove that you sold the bread and rolls to the corporation, and not to the man who conducted the restaurant, you can probably recover. If it is only an unincorporated association, as most clubs are, you will be obliged to sue all the members, or, as is permitted in most States, the president or treasurer representing them. You cannot recover in such an action unless you can show that the person conducting the restaurant was the agent of all the members, which is ordinarily impossible in this class of cases.

♦

A man may not be able to manage his own affairs, but he will give you advice about yours.

Those riding in carriages are not as happy and comfortable as those on foot think they are.

These things that are cooked in a chafing dish late at night taste terribly like crape on the door.—*Atchison Globe.*

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RECENT TRADE PUBLICATIONS.

The Goulds Manufacturing Co., Seneca Falls, N. Y., and 16 Murray Street, New York, have sent us a copy of their latest pocket catalogue, which they have distributed among their patrons. It is of envelope size pamphlet form and contains 120 pages, exploiting their pumps and hydraulic machinery, the descriptions of which are confined largely to mechanical details, making them brief and concise. This information, with the table of sizes, etc., gives a comprehensive idea of the above mentioned goods. They also issue a large general catalogue covering all of their goods, and special catalogues of mine pumps, paper and pulp mill pumps, spray pumps and apparatus for spraying vacuum and air pumps, ship and bilge pumps, besides separate circulars describing all of their different types of pumps, any of which they will be pleased to furnish you upon application.

Joseph Bardsley, 147-151 Baxter Street, New York City, has sent us a copy of his latest catalogue, which is one worthy of the house it represents, being excellent in every particular. It is finely illustrated throughout and describes their line of oil door checks and springs, checking and other floor spring hinges, door holders, wood door knobs, door stops, etc. This catalogue takes the place of all previous editions, and they call particular attention to the change in prices. They state regarding their 1904 Improved type oil door check and spring that it is the only device of its kind which can be applied to either hand or either side of a door without any change whatever. All that is necessary is to take it from the box and screw it to the door. The spring is of crucible steel wire, oil-tempered after winding. Specially prepared oil is used as a checking medium, which is practically non-freezing, and does not dry up and gum. It has a checking device by means of which the checking power is removed when the door is nearly closed. This feature is valuable for doors closing against a draught or hard to latch. It is brought into play by merely lengthening the extension arm. Send for a copy of their catalogue, which will be forwarded upon request.

The Avery Stamping Co., Lake and Coe Streets, Cleveland, Ohio, have sent us one of their catalogues of their line of "Never-Break" goods, which include wrought steel cooking utensils, improved solid steel sled skates, wrought steel washers, steel fence posts, steel post hole diggers, garden trowels, cattle troughs, intricate hydraulic forgings, etc., etc. They state that "Never-Break" wrought steel ware is a complete revolution in cooking utensils—constant daily use hardening, tempering and polishing them until the surface is like glass—better adapts them for all kinds of cooking and making them the most valuable for the housekeeper. With the same use that would actually destroy other kinds in a very short time, they claim the "Never-Break" is constantly developing its best qualities, making it not only the most durable, but the cheapest and most economical cooking utensil that can be used. They put metal into the required shape from the flat sheet, without displacing any of the metal, leaving the metal the same thickness throughout as in the original sheet. This catalogue will be found of value to those interested and will be forwarded upon request.

Silver & Co., 304-314 Hewes Street, Brooklyn, N. Y., have issued a number of catalogues in pamphlet form, among which are: "Silver's Brooklyn Artistic Bath Fittings," finely printed and thoroughly illustrated, and included in which are everything needful for use and ornamentation in the bath room; this catalogue contains eighty pages. Another is devoted to their "Brooklyn Blue Flame Oil Cook Stove," which includes a one, two and three-burner cook stove, also two and three-burner high cook stoves, with and without ovens; their Brooklyn broiler and triple sauce pan, with which it is possible to cook three separate dishes at the same time over one hole; and the Brooklyn bread toaster, which, they claim, will toast an entire loaf of bread in three minutes. "Household Inventions" is a pamphlet catalogue of sixty-two pages, and is somewhat of a general catalogue and illustrates and describes their Marion Harland coffee pot, also several other styles; covered roasters, bread pans, egg beaters, alcohol stoves, coffee urns, oil heaters, also their cook stoves, bath tub seats, bath cabinets, etc., etc. All of the above books should be in the hands of interested dealers, and would be gladly sent upon request.

The Buffalo Manufacturing Co., Buffalo, N. Y., are the authors of a large and handsome catalogue intended for trade distribution. This illustrates the large line of specialties which they manufacture, comprising water coolers, water filters, chafing dishes, table kettles, coffee and tea extractors; coffee, tea and bar urns, candlesticks, coal vases, cuspidors, bathroom fixtures, etc., and they invite your especial attention to the many new articles which they have added this season, making, they claim, their line the most attractive and complete on the market. This company make a specialty of the Jewett Asbestos force-draught lamp, which, if desired, they can furnish with all their table kettles and chafing dishes, of which they make an extensive line. The lamp is so arranged that a constant supply of air is drawn into the lamp, where it mixes with the alcohol gas (both inside and outside the flame) in such proportions as to produce the most perfect combustion, with the greatest economy in fuel and without smell or smoke. The extinguisher is arranged so that the flame can be reduced when only a moderate heat is required. The lamp has without doubt much to recommend it and will be found a valuable addition to the chafing dish outfit. Send for one of their catalogues for further information regarding their line of goods.

The American Fork & Hoe Co., Cleveland, Ohio, are the authors of a very handsome catalogue, it being their Catalogue "C," which is bound in dark red morocco. The book is finely printed on excellent paper, and is very handsomely illustrated throughout. In this, their latest catalogue, they have adopted, in the main, new list prices, new numbers and new code words. The change in list prices has been made for the purpose of adjusting the relative value of each article with its cost. The new numbers and new code words were necessitated by their issuing this new, full and complete catalogue, covering products of all their works, also covering regular or light steel goods; heavy steel goods of all kinds; specialties; handles, etc. They state that they are confident that this one catalogue, from which can be ordered any of their many makes of goods, will be found especially convenient, as it takes the place of any and all catalogues issued in the past by them or any of their constituent companies. They recognize market conditions, but refuse to make a guarantee against competitors in any form whatever. The above catalogue will be found a valuable addition to the catalogue library of interested dealers.

The Incandescent Light & Stove Co., Cincinnati, Ohio., have issued a new catalogue, it being their Number Eight, which is in pamphlet form, of the long envelope size, and contains thirty-two pages. It exploits the "F-P" Lighting system, which system, they claim, is "fireproof and foolproof," and they challenge any one to prove to them how a person could cause an accident with the "F-P" machine if it is properly set up and has the average number of burners required to light a room, and if filled with their Safety Filling Can, unless a hole were purposely punched into it. They manufacture attractive single and double fixtures, chandeliers, etc., for use with the "F-P" system, finished in polished or oxidized brass. They manufacture their own mantles, and carry a full line of globes, shades, tips, etc., etc., on which they state they would be pleased to quote prices on application. Write for one of their catalogues for further information regarding their lighting system.

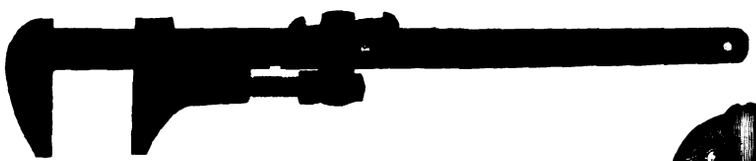
Charles Forschner & Sons, 296 East Nineteenth Street, New York, have recently issued a new linen covered pamphlet catalogue of their scales and beams, butchers' machinery, tools and supplies. The book, which contains 186 pages, is illustrated throughout, and all goods are accompanied by list prices. This is their sixteenth catalogue, in which they have added quite a number of new scales to their already extensive line. They state that with increased facilities and new machinery they are now better able than ever to give orders prompt attention. Every balance stamped "C. Forschner & Sons" is warranted correct, and full guarantee of the same is always given. All prices which they have heretofore quoted by letter or salesman, and all price lists, appendixes and discount sheets issued by them previous to September 1st are now declared by them to be null and void. They will make to order all balances adjusted to foreign standards of weight. Send for one of their catalogues.

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NEW GOODS AND SPECIALTIES.

COES' "KEY MODEL" WRENCH.

The Coes Wrench Co., Worcester, Mass., are introducing to the Hardware and Supply trade a new wrench which is called the Key Model. It has an adjustable bolster, a forged bar and screw and steel jaw and extra heavy parts throughout. It is only made in 28 and 36-inch sizes for heavy work, being intended

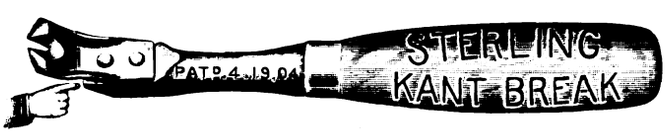


COES' "KEY MODEL" WRENCH.

for large nuts and finished work that is beyond the capacity of a 21-inch wrench. There is nothing in it to get lost, very little to wear out, and a broken part is almost unknown. The strap has two positions for large and small work, and when locked is practically a part of the bar. The key has a double head and is always on the wrench instead of on the floor. It is claimed by the manufacturers that this wrench is a necessity in every shop where construction is going on, and the engineer who once uses it will never willingly use any other to handle large nuts, unions or other heavy work that calls for a long, strong, durable wrench. The 28-inch has a capacity for nut union for 4-inch pipe, and 36-inch for 5-inch pipe. The 28-inch weighs 17 pounds and the 36-inch weighs 27 pounds.

STERLING KAN'T BREAK TACK CLAWS.

A noticeable improvement has been made in the construction of the Tack Claws which the W. G. Brown Mfg. Co., of Kingston, N. Y., have been placing upon the market, which makes the article stronger and more efficient. The metal part of the tack claw was formerly fashioned of straight steel, and when subjected to a greater strain than usual, would bend or break, but now the edges are reinforced, as shown in the illustration, which causes the weakest part to become the strongest. The Kan't Break tack

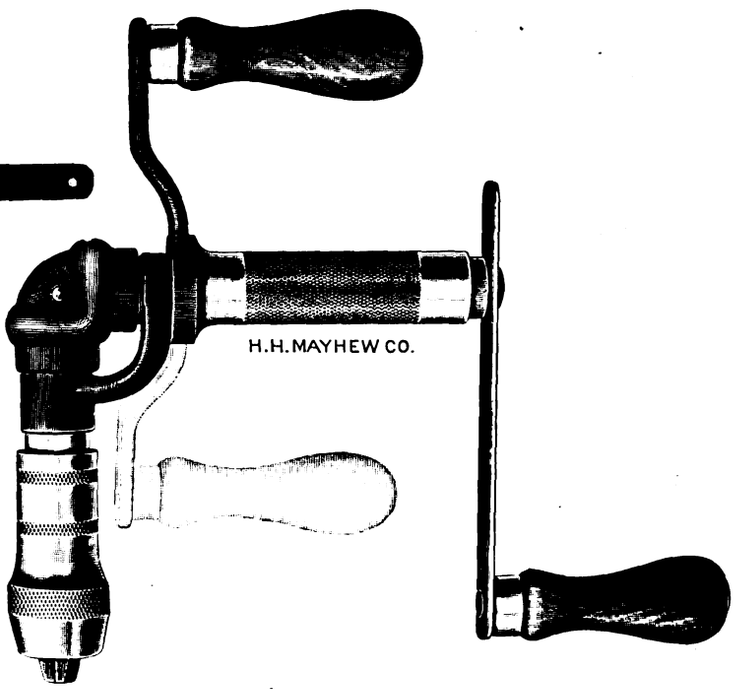


STERLING KAN'T BREAK TACK CLAWS.

claw is finished in nickel, has a polished handle, and is packed in a display box that helps to make it attractive on the counter. A line requesting their catalogue will bring an illustrated pamphlet describing their latest productions, chief among which will be found the I. X. L. Can Openers, the "Nonesuch" corkscrew and can opener combined, the "Perfection" ice picks, the "Royal" vegetable masher, and the "Cyclone" egg-beater, all of them special novelties worth inquiring about.

MAYHEW'S NEW CORNER BRACE.

The H. H. Mayhew Co., of Shelburne Falls, Mass., write us that after experimenting for a year or more in the endeavor to get out what they would term a real corner brace, they are placing on the market the one illustrated herewith. It is stated that with this brace it is possible to bore a hole parallel with the side of the room in the corner within three-quarters of an inch of it. The most valuable feature of this brace is the ease with which holes are bored in most difficult places, and it is stated that the manufacturers have never yet found a place where a hole was needed that they could not get at and bore with this brace. Its construction is simple and it is designed for strength. Its sweep is adjustable for nine and eleven inches. It has a bevel gear drive and the various parts are trussed very strongly. There are really two supporting handles, one permanent, and



MAYHEW'S NEW CORNER BRACE.

the other adjustable to eight different positions. All parts, with the exception of the truss and gear case, are nickel plated, these being black enamel. The handles are cocobolo.

WROUGHT STEEL SNAPS.

Two illustrations of the Niagara Wrought Steel Snaps are given herewith. They are made of sheet steel wrought into shape

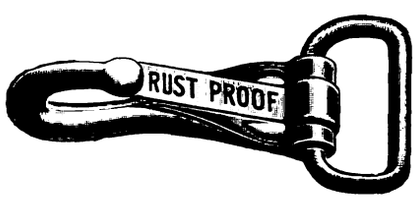


FIG. 1. STIFF FORM HARNESS SNAP.

cold by means of press and die work. This necessitates the use of uniformly first-class material. The body parts are made of cold rolled or open hearth steel; the loops of the best drawn wire formed by automatic machinery, and the springs of the best



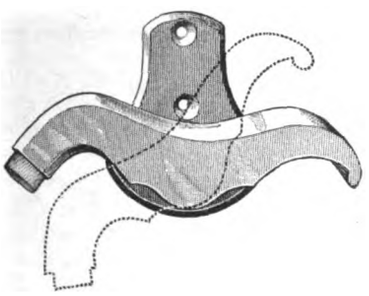
FIG. 2. HINGE JOINT HARNESS SNAP.

quality of rust proof flat drawn spring wire. As will be seen in the illustrations, they are made both in the stiff form and with the hinged joint. These goods are made by the Niagara Falls Metal Stamping Works, Niagara Falls, N. Y.

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THE EMPIRE DOOR HOLDER.

A number of improvements have been made recently in the Empire Door Holder, manufactured by the Caldwell Manufacturing Co., Rochester, N. Y. The pressure against the floor has



THE EMPIRE DOOR HOLDER.

been increased so that it is claimed to be 50 per cent greater than that of any other holder. It is also claimed that it will hold securely the heaviest doors on smooth floors. It is made in a neat pattern, as will be seen by the accompanying illustration, and should prove a very salable article in any Hardware store.

HOCKEY SKATE AND ANKLE SUPPORT.

Barney & Berry, Springfield, Mass., New York office 114 Chambers Street, manufacturers of ice skates, have made several additions to their large line of this class of goods, among which is a moderately priced detachable hockey skate and Model B

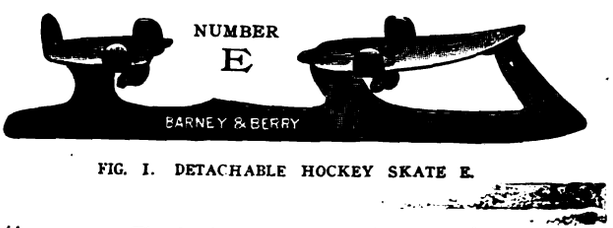


FIG. 1. DETACHABLE HOCKEY SKATE E.

ankle support. The hockey skate, E, Fig. 1, is all clamp and fastened to the shoe by means of double threaded screw clamps at sides of sole and heel. The blades are of cast steel, polished, and the tops of cold rolled crucible steel. This style is regularly made in seven sizes by half inches, 9 to 12 inches, inclusive. Fig. 2 represents the Model B ankle support, which closely resembles their Model A, so long on the market, except that it is designed for use with the ordinary lever skate, such as their A, Z, Ameri-

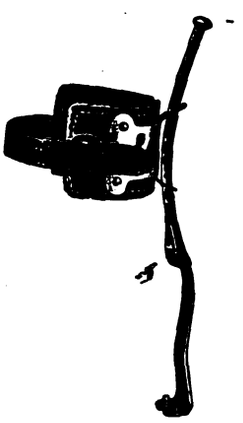
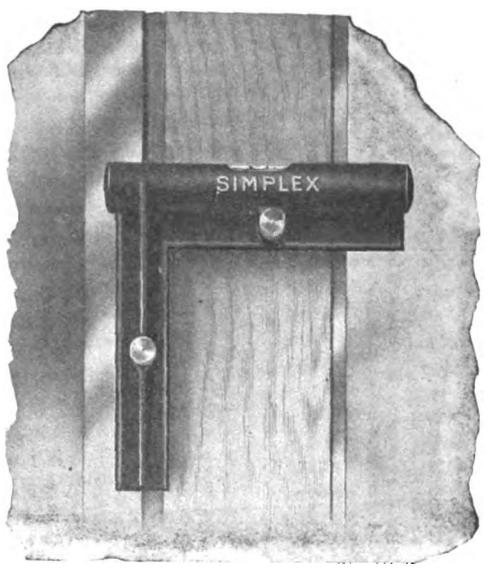


FIG. 2. MODEL B ICE SKATE ANKLE SUPPORT.

can Club, Lock Lever, &c. In this style two small holes are to be drilled in the heel clamp and the support riveted securely to it by means of the rivets furnished with the support, thus adapting it to any skate of the character named. This support is made

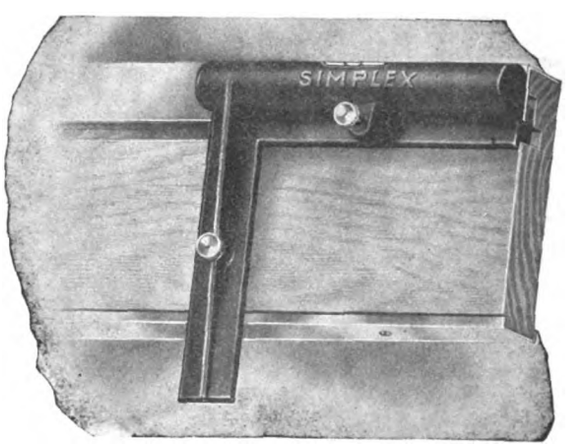
THE SIMPLEX COMBINED PLUMB AND LEVEL.

The Webster & Perks Tool Co., of Springfield, Ohio, are just putting on the market a very ingenious and labor-saving tool for the use of the paper-hanger, i. e., The Simplex Combined Plumb and Level, shown in the accompanying illustrations, from which it will be noted that the tool is designed for use on the regular trimmer straight edge, the first illustration showing its application as a plumb, and the other as a level. It will also be noted that the tool engages with the straight edge, and may be placed at any desired point on the same and securely held there by but half a turn of the small knurled screw, thus it is impossible for



SHOWING ITS APPLICATION AS A PLUMB.

same to drop, slide or shake off, and entirely obviates the necessity of holding it on or against the straight edge, leaving the hands free for marking. It is made of bronze, entirely eliminating the possibilty of damage or breakage if accidentally dropped. It is handsomely finished in oxidized copper, measures but 3x3¼ inches, and weighs only three ounces net.



WHEN USED AS A LEVEL.

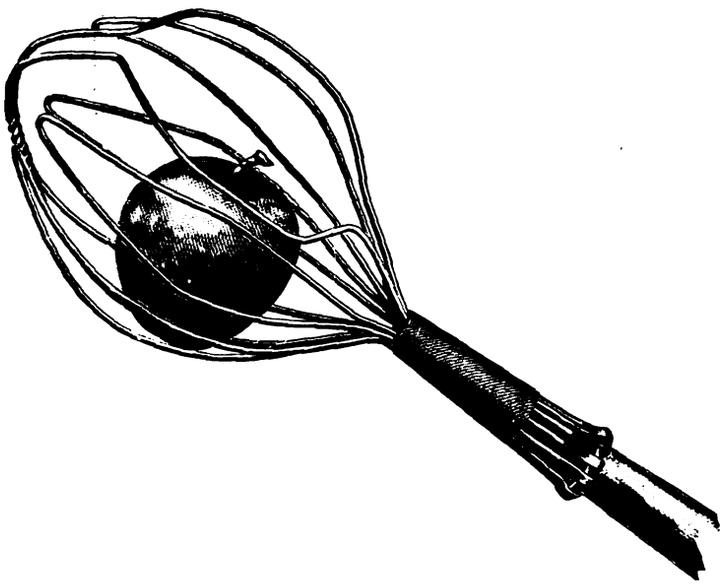
The use of this tool obviates the necessity of climbing up and down ladders to drop a plumb, or the driving of nails, and consequent cracking of plaster, and in securing a level, an assistant is not required to snap the line. It can be used on or against any style or shape of casing.

THE PERFECT FRUIT PICKER.

The Wire Goods Company, Worcester, Mass., are placing upon the market The Perfect Fruit Picker, illustrated herewith. In use, the fruit enters the picker through the side opening. The stem of the fruit naturally swings into the pick wires, after which a gentle pull disengages the fruit. The picker is constructed so that it may be worked until filled, and then lowered to the

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ground without spilling. It is pointed out that there is an absence of projecting fingers which might become entangled in the

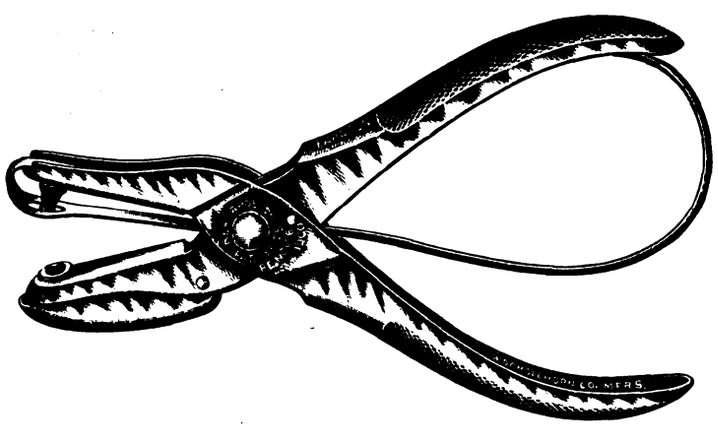


THE PERFECT FRUIT PICKER.

tree branches, and no sharp ends of wire to come in contact with the ripe fruit. The picker is retinned wire and is 13½ inches long over all.

THE "PARAGON" RESERVOIR TICKET PUNCH.

The Wm. Schollhorn Co., New Haven, Conn., are placing before the Hardware trade the Paragon Reservoir Ticket Punch of which we give an illustration, where it is shown full size. It



THE "PARAGON" RESERVOIR TICKET PUNCH.

is simple, moderate in price and durable, being made of sheet metal and full nickel plated. The reservoir catches all the punchings that are made, and thus prevents the littering of the floor. It is especially designed for use at card parties. The reservoir is kept closed by a spring but can be readily opened and the contents emptied into waste basket or stove.

TIME AND MONEY.

Whistler, on the witness stand one day, was asked the price he had obtained for a certain picture.

"One thousand guineas," said he.

"How long did it take you to paint it?"

"About a day and a half."

"And do you mean to tell the court, Mr. Whistler, that you have the audacity to charge 1,000 guineas for the work of a day and a half?"

"No, sir; I ask it for the knowledge of a lifetime."

AN EYE FOR AN EYE.

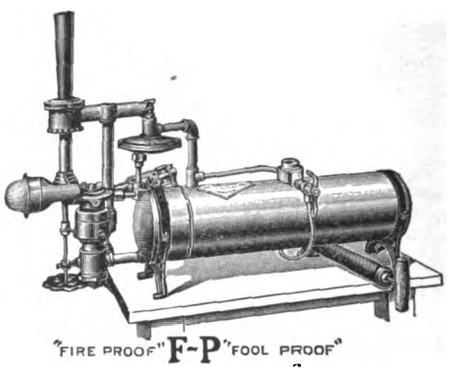
"My cook, an old darky, informed me one morning: 'Miss Annie, I's goin' to be married to-night. Is you got a present for me?'

"'But, Maria,' I said, 'you've got a husband alive and haven't been divorced. It would be bigamy!'

"'Well, Miss Annie, I don't care; he's done bigotted fust.'"—*Lippincott's Magazine.*

FIRE PROOF AND FOOL PROOF.

During the past ten years or more hundreds of patents have been issued for machines for using gasoline for illuminating purposes. A few of these machines have been practical, but few indeed have proven safe when in the hands of any other than an experienced operator. The Incandescent Light & Stove Co., of Cincinnati, introduced their first machine in 1896. It was of course crude when compared with their present machine, yet it produced a good light and many of these machines are still in operation. Later they placed in the market a Gasoline Air Light Machine, in which they introduced an automatic regulator to govern the pressure in the tank. In 1900 a still further change was made in this firm's machine, consisting chiefly of the substitution of copper for galvanized steel in the tank. This machine was, after a



careful examination, pronounced by the Underwriter's Laboratory of Chicago "as safe and suitable for use as it is possible to make a device operating under similar principles." However, this firm was not satisfied even after this examination that they had reached perfection, and improvement after improvement has been made until they now feel that in their "F-P" (Fire Proof and Fool Proof) machine they come very close to perfection, if they have not entirely reached it. Lack of space prevents a detailed description of this lighting system, which we illustrate herewith, but it is described in a very interestng manner in the handsome booklet issued by this concern, which will be sent to any dealer on application. This lighting system is especially adapted for commercial purposes, in fact, it can be used to an advantage in any place where the number of burners is not frequently changed.

The gas made by this machine can also be used conveniently and profitably for cooking, heating of tailor irons, for laboratory use and many other purposes. The use of the machine creates no smoke, soot and smell, and after it is started it requires no effort other than turning on or off the lights.

PREPARING FOR INVENTORY.

When inventory time comes a few months hence, many a merchant will be disappointed at the small returns which he is able to show on his investment. Oftentimes the trouble is not with the size of his trade, but with the way in which his investment stands.

To show earning power, the invested capital must be kept at work. The man who is able to hold his stock down to the actual needs of his business is the one who will show the biggest net profits on his investment. The idea of buying cheap in carload lots is all right, but it will not work when the dealer's trade is not adequate to quickly move the carload lot out of the warehouse or back room. Stock which is piled up out of sight is not earning anything. The chances are that it is depreciating in value. It does well if it holds its own.

Hence the disadvantage of carrying dead stock. The merchant's money which is tied up in stock can only be earning him money when it is out in sight of the customers, when it is moving out of his store and bringing in money.

This is a suggestion for inventory time. Surplus stock should be cut down. Stock which has been hanging fire should be moved out and the actual working investment will then be left for the merchant to figure on.

The man who has more money to invest in his business often makes the mistake of stocking up heavily, and thinking that he thereby increases his chance for making money. The net income will not be benefited by dead stock. Far better that he invest the surplus in a new line of goods, if he can make room for them, and keep his old stock down to the actual needs of the business. The more stock he can get the better, provided it is all active stock, working for him every day.

By keeping the dead stock whittled down, the inventory is simplified, and the results are more encouraging.—*Merchants Journal.*

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THE HISTORY OF LAMPS.

Evolution of Illuminating Devices from Primitive Times to the Present.

The use of the burning brand as a torch may be regarded as the earliest form of artificial illumination, for ever since our great first father saw the flaming sword at the entrance to his little garden, man has never been ignorant of fire and perhaps never will be. The primitive lamp was a very crude affair. An unworked stone having a natural cavity, a sea shell or the skull of an animal constituted the earliest forms. A bit of moss or a twist of vegetable fibre served as the wick, while fat, grease or fish oil became the illuminant.

When or where or by what people the first lamps were made has never been determined, but it is generally regarded that the introduction of the lamp marked the first stage of man's advancement toward civilization. Terra cotta lamps of good workmanship and of various forms were in common use thousands of years B. C. They consisted at first of a shallow, saucer-shaped oil or fat reservoir, but were quickly followed by those which were oval in shape and had an enclosed reservoir with one or two wick supports. These constituted the types that were common to all eastern lands.

The later Greek and Roman lamps, both terra cotta and bronze, were remarkably rich in ornamentation and graceful in form, and it is these that really serve as the dividing line between the crude primitive inventions and the finished product. The earliest terra cotta lamps were made in one piece, but eventually the Greeks and Romans made them in two principal parts—the oil reservoir and its covering. Each of these parts were joined together after being molded and baked. Large terra cotta lamps were frequently made with as many as twelve wick supports.

Plain iron lamps were used by the common people at a later period than the terra cotta lamps. They were either cast or forged in a single piece, and were mostly copied from the terra cotta and bronze lamps, but without decorations.

It must be noted that the study of the ancient lamp maker was devoted solely to the external form of his wares. Grace, beauty and elegance, as expressed in outlines and decoration were his chief concern. For ages no attempt was made to improve the light, and the smoky, flickering flame continued to shed its uncertain light from the costly candelabra of the wealthy, just as it had from the simple stone and terra cotta lamps of their ancestors.

The first real improvement designed to increase the brilliancy of the flame was the introduction of the flat, woven, ribbon-like wick and the securing of the wick in a close-fitting support. This arrangement permitted only a small surface of the wick to be exposed to the flame, and the wick being narrow, the flame came in contact with the centre as readily as with the outward parts, so that most of the free carbon was consumed, consequently there was less smoke than with the old-style loose wick. M. Legers, of Paris, introduced this improvement in 1783.

The same year M. Argand, a Swiss chemist, put on the market a new burner, which consisted of a tubular wick inserted in a tube which extended through the oil reservoir and opened into the base of the lamp, thus affording a means of centre draught, which supplied an abundance of oxygen to the flame and created sufficient heat to consume all the free carbon and so prevented the escaping of smoke. This was the beginning of a new era in lamp making, for the art entered upon what may be termed the inventive age of the lamp.

Science now came to the aid of the artisan, and principles involving an understanding of the laws of combustion and the science of light were applied to new constructions in illuminating devices. The result was more and better light.

Argand's first lamps were simply huge oil reservoirs with his new burner attached to the top. He used sheet iron chimneys formed with an opening over the flame. But in a purely accidental manner glass chimneys were discovered. A workman in the factory, in attempting to heat a bottle over the flame of a lamp cracked off the bottom, and because the glass had become too hot for him to hold, he momentarily placed the bottle over the burner. The result was surprising. The brilliancy of the flame was not only increased, but the light became steady, and in every way superior to that produced with a sheet iron chimney.

With this discovery, attention was now paid to manufacturing small hand lamps of tin, brass and pewter, and a long step was taken toward producing the models that are so common to-day. In this American ingenuity and skill took an active part.

Prior to 1680 most of the lamps used in the colonies were imported from England. They were of iron, fashioned in the shape of a pear and flat on the top and bottom. The colonists called them "Betty lamps," and the pointed hook was used to suspend the lamp from the high back of a chair or from a crevice between the great stones beside the open fire place. In 1680, a tinsmith of Newbury, Mass., began the making of tin "Betty lamps," thus becoming the first manufacturer of this class of merchandise in the New World. He was immediately followed by a score of others in Boston, Providence, and other cities.

Among the earliest American experimenters in lamp construction was Benjamin Franklin. Not content with perfecting an improved stove, known as the Franklin heater, he very early turned his attention to the improvement of domestic lamps. From this point it was not a far cry to the introduction of coal oil and kerosene lamps, which have developed into the wonderful light-giving creations we have to-day. America is now the greatest lamp manufacturing country in the world, and the productions of domestic factories are unsurpassed in their endless variety of form and their richness of ornamentation.—*Exchange*

THE MEETINGS AT ATLANTIC CITY.

That there will be a good attendance at Atlantic City November 16th, 17th and 18th of Jobbers and Manufacturers, goes without saying, as the largest amount of interest is being worked up over the discussions which will take place, and a great deal of good is expected from the manner in which all these ideas will be handled. Never before at conventions have the subjects of Special Brands and the contention over this subject between Manufacturer and Jobber, been brought to the notice of the trade in so prominent a manner. The Jobber has always regarded Special Brands favorably, as on them he makes a satisfactory profit, and the cost is not exposed, while on the Manufacturers' best brands, the exact percentage of profit is more readily ascertained. While the Manufacturer does not enjoy the displacing of so many of his best goods for which the Special Brand goods are purchased, the goods under Special Brands are more troublesome to produce, and no stock can be heaped up in the meantime in anticipation of future orders. This question will take precedence over Catalogue house prices, for the more that question is looked into, they will find a good average profit is made by the catalogue house, leaving a margin on the sale when made, and only disappointing when the cost to the Retailer is out of proportion to that of the Catalogue House.

Upwards of 125 houses will be represented from all parts of the country, each house with several delegates, and as the place of meeting is an attractive spot at this season of the year, many of the delegates will bring their wives and daughters to participate in the enjoyment of the good things provided.

The session will be opened with a collocation on the subject, "What Are the Proper Avenues for the Distribution of Hardware and Kindred Lines?" which will be responded to by one or more of the prominent manufacturers. The representatives of Canadian Wholesale Hardware Association will be introduced and add their endorsement by being present.

An executive session will be held on the afternoon of the first day; a reception of the American Hardware Manufacturers' Association being tendered the delegates in the evening. Thursday and Friday will be given up to the consideration of the business of the association, the work of the past year, and its policy for the coming year. The delegates on Thursday afternoon will attend a meeting of the American Hardware Manufacturers' Association. There will be two notable changes in the usual programme. To interest the ladies in the convention proceedings they will have the honor assigned them of distributing the various souvenirs from manufacturers who desire to advertise their products, which will consist of articles of utility, and on Friday evening the National Hardware Association will give the annual banquet at the Hotel Rudolph, the subscription price to be $5.00 per cover, which it is expected will prove very successful, especially in the usual speeches, etc., that will enliven the proceedings, further particulars regarding which will be announced later. The fares from the different parts of the country will be on the certificate plan, one and one-third fares for the round trip. The officers' headquarters of the association will be at the Hotel Rudolph, the rates being $3, $4 and $5 a day, American plan.

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EXHIBIT OF DICK'S STEEL GOODS.

Friedr. Dick, Esslingen, Germany, for whom John Chatillon & Sons, New York, are sole selling agents in North America, has a very handsome exhibit of Butchers' Tools, etc., at the World's Fair, St. Louis. This display, which we illustrate herewith, and which is being managed by Chatillon & Sons, is installed in Block 22 of the Machinery Building, and includes Butchers' Knives,



WORLD'S FAIR EXHIBIT OF DICK'S STEEL GOODS.

Carving Sets, Cleavers, Butchers' Belts, Files and kindred tools, manufactured by this firm. The business of Friedr. Dick, established originally in 1778, has always been conducted under the same name, and at present employs 450 workmen, using 300 steam horse power. The house has been the recipient of fifty medals and awards from various expositions, including that of Chicago in 1893. The goods of this factory are largely marketed in Europe, and all over the world, and it is stated that this house is the largest producer of Steels and Files in Europe, using in their manufacture, it is added, only the best quality of material.

HUSTLE.

A business or a patch of ground was never yet so far gone but that the right kind of a man given a free hand, could not make it thrive, for there are few situations where getting sixteen and a half ounces out of every pound will not make success. Here comes the successful man. His watch ticks seventy seconds every business minute. Watch him. His first step is to apply system. He brings results up and expenses down. System to this, system to that. Out with guess, in with fact. He prunes with one hand and fertilizes with the other. His fruits are large. His predecessor clubbed the tree for a barrel of immature fruit. He gets a full bushel of round, luscious apples, sound to the core. Each detail overcome in the bud has given to them growth. He commands for a bushel the price of a barrel, and in place of going to market the market comes to him. For not in the whole barrel of "qualified" fruit could be found the flavor with which every one of the specialist's apples is packed. He has developed his possibilities. He is a good captain of industry because he has been a good private, and in the humbler days he learned to pack his own knapsack, to black his own boots.—*The Draper.*

THE SAN FRANCISCO TRADE.

Considering that this is a Presidential year, when, according to all precedents, trade should be dull, the signs of the times are certainly cheerful.

The withdrawal of the Oregon and Washington membership from the California Association known as the Pacific Coast Hardware and Metal Association, and their formation entitled Pacific Northwest Association, is indicative of no weakening of the strength of the California society. Both associations will work as a unit in all trade matters of importance to the coast generally, as they are altogether united in the best of fraternal feeling. It will be in matters of more or less local significance that the two bodies will now confine their individual efforts.

The recently noted resignation of A. C. Rulofson from his thirty-five-year connection with the house of Baker & Hamilton, was brought again to mind this week by seeing in charge at his desk Charles F. Sharrocks, who has been promoted to the position of manager of the Hardware department of the house, the official position made vacant by Mr. Rulofson's resignation. Mr. Sharrocks has had the rare advantage of being a co-worker with Manager Rulofson in his headquarters office during the last seventeen years. Industrial Press Ass'n.

W. B. Jarvis Co., Ltd., 28 Canal Street, Grand Rapids, Mich., have recently issued a large and handsome catalogue exploiting their goods, which include sportsmen's supplies, firearms, ammunition, hunters' clothing, gun sundries, skates, etc. They are the only exclusive dealers in sporting and athletic goods in Michigan and carry a complete stock. They are Michigan and Indiana distributors for Draper & Maynard Co., Plymouth, N. H., makers of high-grade baseball, football, tennis goods, etc., and carry a complete stock of everything pertaining to indoor and outdoor athletics. They claim to carry the largest and most complete stock of bicycle tires, tubes, brakes and sundries of all kinds in the State. The above catalogue is finely illustrated throughout, showing their full lines of goods, and each article is accompanied by list price. They state they carry only goods of known reputation and they believe their prices will compare favorably with any other jobber or manufacturer. Send for their illustrated catalogue of athletic goods.

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HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 4, 1904.

370,765. Hanging Device for Picture Frames. A. Campbell, Brooklyn, N. Y.
370,770. Candle Lantern. S. C. Drumheller, Sunbury, Pa.
370,771. Lawn Mower. Wm. J. Fitzgerald, New Haven, Conn.
370,773. Bolt. P. Forg, Somerville, Mass.
370,827. Coffee Pot. J. S. Stringer, Columbia, Ala.
370,848. Wrench. A. J. Barber, Auburn, N. Y.
370,861. Potato Masher. G. M. Drum, Los Alamos, Cal.
370,878. Combination Lock. C. Launer, Minneapolis, Minn.
370,902. Carpet Stretcher. A. Stockdale, Wolcott, Iowa.
370,913. Tool Handle. C. Willms, Baltimore, Md.
370,933. Ash Sifter. Wm. Coughlin, New York, N. Y.
370,937. Vise. J. Ernst, Bay City, Mich.
370,951. Clothes Horse. H. B. Lambert, Chelsea, Mass.
370,960. Pliers. E. B. Manley, East Meriden, Conn.
370,961. Tongs. W. H. Mannes, Colorado Springs, Colo.
370,974. Milk Boiler. C. D. Salfield, San Francisco, Cal.
370,991. Ironing Board. G. R. Taxis and D. Nickel, Morris, Ill.
371,023. Coal Hod. E. Barrath, Cincinnati, Ohio.
371,060. Flat Iron Stand. O. E. Goodrich, Allegan, Mich.
371,066. Ice Tongs. A. S. Hollenback, Philadelphia, Pa.
371,068. Jack-Screw. C. H. Hopkins and G. W. Knight, Lyndonville, Vt.
371,105. Combined Tack Hammer and Puller. J. Souders, Greentown, Ohio.
371,117. Top Knot for Blacking Brushes. J. Ames, Jr., Toledo, Ohio.
371,128. Combined Step Ladder and Chair. R. G. Dudley, Newark, N. J.
371,134. Heating Stove. J. W. Fowler, Brooklyn, N. Y.
371,149. Nut Lock. W. A. Pungs, Detroit, Mich.
371,151. Portable Oven. M. C. Root, Toledo, Ohio.

PATENTS ISSUED OCTOBER 4, 1904.

771,263. Fishing Cork. A. J. McCord, Chattanooga, Tenn.
771,276. Sash Balance. W. Schuch, West Hoboken, N. J.
771,333. Carpet Cleaner. N. V. Steel, Missouri Valley, Iowa.
771,350. Hose Nozzle. F. J. Christman, Syracuse, N. Y.
771,422. Flat or Sad Iron Waxing Pad. A. L. Drake, New York, N. Y.
771,455. Razor Stropping Device. J. W. Bouchard, Canastota, N. Y.
771,654. Separable Hinge. S. F. Meek, New York, N. Y.
771,697. Can Opener. A. F. Bethge, Omaha, Neb.
771,732. Lawn Mower Sharpener. F. B. Johnson, Addison N. Y.

PATENTS EXPIRED OCTOBER 11, 1904.

371,215. Sad Iron Handle. N. L. Post, Cleveland, Ohio.
371,225. Screw Driver. Amos Stevens, Philadelphia, Pa.
371,226. Screw Driver. Arthur L. Stevens, Philadelphia, Pa.
371,259. Pneumatic Door Check. G. Geer, Peterborough, N. H.
371,294. Plumb Level for Boring Bits. G. Woods, Needham, Mass.
371,369. Door Hanger. W. H. Samson, Medina, N. Y.
371,474. Metallic Door Mat. T. Perrins, Philadelphia, Pa.

PATENTS ISSUED OCTOBER 11, 1904.

771,842. Fruit Picker. G. O. Stansbury and E. Z. Cummins, Cherryvale, Kan.
771,843. Cheese Cutter. C. G. Strubler, Detroit, Mich.
771,856. Adjustable Ironing Board. W. O. Bowman, Oakland, Cal.
771,925. Aerial Punching Bag Supporting Bracket. J. J. O'Connor, Montreal, Canada.
772,001. Window Screen Hanger. E. G. Rust, Dallas, Tex.
772,095. Automatic Door Closer. J. E. Gates and F. Eihstadt, St. Joseph, Mo.

PATENTS EXPIRED OCTOBER 18, 1904.

371,560. Sash Holder I. B. Edington, Waterloo, N. Y.
371,612. Dust Pan J. D. McDougal, Columbus, Ohio.
371,639. Pliers for Securing Fasteners to the Corners of Boxes. T. A. Taylor, Poughkeepsie, N. Y.
371,646. Door Check. S. J. Vance, Norton, Kan.
371,687. Catch for Hinged Lantern Tops F. Kaczerowski, Chicago, Ill.
371,689. Scissors Sharpener. H. U. Kiztner, Bordentown, N. J.
371,756. Pruning Shears. J. T. Henry, Hamden, Conn.
371,846. Tennis Racket. V. Kent, Seekonk, Mass.
371,882. Potato Masher and Fruit Crusher J. Fitzgerald, Newark, N. Y.
871,897. Sled Propeller. R. J. Murphy, Middletown, Conn.
371,899. Fountain Brush. C. H. Osborne, Forestville, Conn.

PATENTS ISSUED OCTOBER 18, 1904.

772,447. Collapsible Step Ladder C. Wheelwright, Cincinnati, Ohio.
772,481. Coffee Pot D. H. Talbert, Indianapolis, Ind.
772,514. Door Check. R. W. Hubbard, Ashtabula, Ohio.
772,524. Mop Head and Implement Clamp. S. C. Lawlor, Duluth, Minn.
772,542. Knife Sharpener G. L. Sullivan, Kansas City, Mo.
772,593. Screw Driver Paul A. Wagner, Carlstadt, N. J.
772,686. Sliding and Swinging Sash Window. E. H. Ullner, Woodcliff, N. J.
772,716. Window Washer. Wm. H. Ridder, New York, N. Y.
772,807. Fish Hook Wm R. Ketchum, Portage, Wis.
772,888 Cork Extractor. J. Kaiser, San Francisco, Cal.

THE TRADING STAMP HABIT.

We Americans have long boasted of up-to-date brightness; we have made out that we are all lineal descendants of Sir John Wise. Therefore, it comes as a chill puff of winter, when we face a set of facts that show that we number about as many fools to the square inch as any other healthy and growing nation.

The appetite of the public for fool "souvenirs," totally useless plunder, is well shown at the World's Fair, where women will carefully pick up circulars on the use of carborundum, or tables giving the equivalents of horse-power in units of electric energy, and carry them around all day. Some visitors get the souvenir fever, and spend valuable days in gathering stuff, which, while perhaps useful to persons directly interested, is of no earthly manner of use to them.

The "trading stamp" business, says the *Shoe and Leather Gazette*, rests largely on this idiotic habit of browsing about, looking for "something for nothing." The single stamp has a value so slight that the smallest of Chinese coins would buy a hatful, but people will fight to get them.

A Minnesota dealer is stated by an exchange as having made a showing of this minuteness of value that ought to have some curative effect on victims in his locality. He went at it this way, heading his talk, "A Game of 999."

"Perhaps you have seen, from time to time, the recent advertisements of stampers portraying the liberality of their offers of stamps. Let us look into this 'liberality' business.

"You spend $1.00 and get part goods and 10 stamps of a stamper.

"These 10 stamps are worth not one cent in cash in one kind of stamps. It takes 100 stamps to make one cent in cash. To get the 100 stamps you must spend $10. Of what vintage is the 'liberality' that gives you one cent if you give the one-center $10 first? 'Liberality' is easy when all you need to do is take $10 and keep $9.99 of it. It is a beautiful game of 999. It makes philanthropists faster than the famous 999 locomotive makes the miles.

"Hereafter when a stamper begins to tell you of his 'liberality,' just say to him, '999,' and if he still persists, give him a penny without waiting for him to give you $10. He plays it the other way. He gets your $10 before you get the one cent.

"NO TRADING STAMP PRICES HERE."

This is plain enough, and pointed enough, to make stamp fiends ashamed of themselves, for being such silly marks in struggling to get such nearly worthless coupons as the average trading stamps are.

GETTING OUT OF DEBT.

"What was it your husband wanted to see me about?" inquired Mrs. Newliwed's papa.

"I think he wanted to borrow a couple of hundred dollars from you," she said. He's so anxious to get out of debt."—*Philadelphia Ledger.*

IT DIDN'T WORK.

"This'll be good for a hundred anyhow," said young Sow His Wild Oats to his pal. "Every young fellow needs a stake when he is of age, so I'll send this telegram collect to the old man:

"'Dear Father—I am twenty-one to-day and broke.'"

An hour later the fond father wired collect:

"So was I when I was twenty-one."

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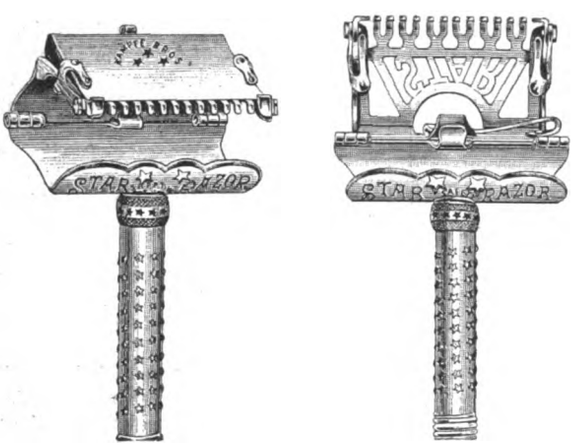
IMPROVED COMBINATION RAZOR BOX.

One of the special features which distinguish the Star Safety Razors, manufactured by Kampfe Brothers, New York, is the newly improved Combination Razor Box which we illustrate herewith. This is intended for the safe keeping of the knife and



COMBINATION RAZOR BOX.

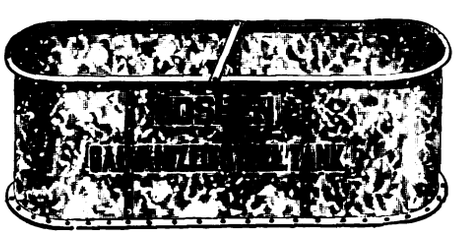
protection from rust, as will be seen by the illustration. Two views of the Star Razor are also given herewith; one showing the front view with the razor ready for use, and the other the handle without the knife showing the automatic lock. This fea-



ture of the Star Razor is a particularly simple one, at the same time, very valuable, as it makes possible the attachment or detachment of the knife with great ease. This is quite necessary in the case of a Safety Razor, as after shaving, the knife should always be removed and thoroughly cleaned, and placed in the carrier frame in the razor box.

GOSHEN STEEL STOCK WATERING TANKS.

The construction of the Goshen Galvanized Steel Stock Watering Tank now being placed on the market by the Kelly Foundry and Machine Co., of Goshen, Ind., as now made, is practically the same as it was fourteen years ago. The top of all Goshen Stock



Watering and Reservoir Tanks is surrounded by 1x 3-16 inches or heavier angle steel. The sides and bottom and the ends and bottom are flanged together and riveted between two bars of 1x3-16 inch or heavier flat iron. All seams are formed by lapping the sheets and riveting together between two bars of 1x3-16 inch or heavier flat iron. In the Goshen tanks are used ¼-inch rivets set 3 inches centres. The side and end seams extend from top to bottom of tank and being bound, as they are, with two heavy bars on either side of the sheets, it not only makes the tank as strong at the seams as any other place, but also stiffens and strengthens the tank, causing it to hold its shape perfectly when full of water. The great strength of Goshen tanks has brought them into prominence, not only for stock watering and reservoir purposes, but they are also extensively used by plumbers, taking the place of lead and zinc tanks for supplying water to bath room and similar purposes. The fact that they are not affected by heat or cold makes them especially suitable for the storage of water for public buildings and factories. The fact that they are antiseptic and give out no odors makes them very desirable for creamery and dairy purposes. The list prices of steel tanks are based on No. 20 galvanized steel. Goshen tanks are built in any gauge from No. 10 to No. 20, inclusive, and in any size and shape up to and including their No. 63 tank, which is 16 feet diameter by 16 feet high.

STEVENS' NOVEL EXHIBIT AT THE WORLD'S FAIR.

The J. Stevens Arms and Tool Co., of Chicopee Falls, Mass., are making a novel and attractive exhibit in the Manufacturers' Building at the World's Fair, St. Louis. They realized how difficult it would be to make an exhibit that would interest the general public, and also that moving attractions always command attention, so they arranged a hunting scene, with a life-size figure of a young lady dressed in hunting costume holding a Ladies' Model Stevens Shot Gun. Out of the brush in the rear of the scene a rabbit appears and runs along a log to the far end, and at this point the young hunter raises the gun, shoots the rabbit and it disappears, to return again every three minutes, and so life-like is the rabbit and its movements that a rural youth, thinking it a real, live rabbit, climbed up over the railing and caught it, thus "putting the attraction out of business" for the day.



STEVENS' EXHIBIT AT WORLD'S FAIR.

An electric, revolving, five-panel "Daily Talks" Sign imparts to the public:

"Stevens' Firearms Are the World's Standard."

"Are Highest in Quality, Lowest in Price."

"All Up-to-date Dealers Selling Firearms Will Give Information or Quote Prices."

"A Postal Card to the Factory Will Bring a Catalog to Your Home."

"J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., U. S. A."

And all report that this "Holds the crowd" better than any other exhibit in the building.

At the base the Firearms and Accessories are displayed in glass cases with neat tags attached by ribbon.

The "Facade" is 12x18 feet, and height to top of dome, 20 feet, is of relief work finished in white, blended with green, and "After the Fair is over" the visitors will remember the STEVENS unique exhibit and believe it will impress "STEVENS" on the tablets of their memory better than could have been done in any other way.

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THE BARGAIN SALE IN CINCINNATI.

By Wm Thorburn

Anent the bargain sale article appearing in last issue of Hardware, exceptions were taken to the first clause from the fact that exactly the opposite are the conditions prevailing in Cincinnati and instead of reaching a point where "Bankrupt Sale is in order, with the Sheriff in charge," the enlarging of stores and largely increasing number of sales people is the rule. That merchants seem afraid to have customers know they are selling goods at a profit is not the case in Cincinnati; there are the goods, and they are marked in plain figures; you can take them at the advertised price or let them alone; there are no efforts on the part of the sales people to sell them. The Special Sale advertisement has already done that and the sentiment in favor of these sales is so great that extra exertions are absolutely necessary in the small stores to keep alive without resorting to special sales of some sort.

"There are always some goods in every store, no matter how nicely the shelves may be kept or the Hardware arranged," said one dealer, "which have been exposed for sale for such a length of time that they have actually become an eye-sore, and it would really be good riddance to get them off the shelves at any sacrifice." Another said: "There are frequently times when the dealer's judgment is at variance with actual conditions of the people's needs then existing, and an over supply is purchased, the season getting late without a probable chance of selling enough of them to result in any profit; it would be infinitely better to sell them off at a reduced price and not carry them over to next season. Again, some worthy salesman has induced a purchase of an article as a "great seller" which in this particular location becomes a "dead one" simply because the trade visiting the store are not expecting to find it there, and even if they see it, the fact of its being in this particular store loses its identity, therefore its selling power in this particular store is lost, though a very attractive and profitable accessory in another store."

Cincinnati is certainly a "Bargain Sale" city, every day of every year for the past two decades has had its Special Sales, and while at that time but few houses were urging the Special Sale and in but a feeble way, many houses and in no particular location are forcibly presenting Bargain Sales as a regular business today. It is but of a comparatively recent date that the Hardware dealers have entered the Bargain Sale field, but it is evidently a profitable venture, as the Pickering Hardware Company held its forty-ninth weekly Special Sale last week in which were offered Garden City Nail Hammers, 35 cent ones for 21 cents, and 40 cent ones for 23 cents; Landers, Frary & Clark butcher knives at 19 cents; Monarch Bath spray and brush combined, regular price $1.50 at 98 cents, and the Belgium Government Stamped double barrel breech loading shot gun 12 gauge, 30 inch barrel, made of Belgium laminated steel, etc., at $6.25 each. These Special Sales, started almost a year ago as an experiment, following in a limited way the lines adopted by the regular Special Sale Houses, and they say it is in evidence that the experiment has proven a success, so much so they intend continuing along the same lines next year. The Cincinnati Houses in the Special Sale class are very far away from having "Bankrupt Sale" attached to themselves; theirs are the largest houses here, and their commercial ratings will dispense with any thought of seeing "closed shutters" on any of them.

While bargain sales and the like are quite the thing for Cincinnati generally, there are houses here which dare not put a price ticket on any article they display, as is the custom of the Special Sales houses. A certain Fourth Street merchant placed price tickets on a few special articles displayed in the windows to try the effect on sales as an experiment, the very first customer entering directly after, a lady customer of long standing, remarked to the proprietor that if he put in those price tickets he had better take them out as they gave the goods a cheap affair look. He took them out, and when asked if that customer was of enough importance to dictate the manner of conducting his store, remarked that the effect she might have on her social set were he to refuse, was worthy of consideration, and he would rather not take chances. Trade conditions are not the same in every store and what would be a profitable custom in one store might prove a losing proposition in a store as recherche as the one above mentioned where but a limited number of customers are catered to, but competition has become so acute that to obtain results the merchant must need be something special, way up in lodge affairs, or of the four hundred, and his associates, if he has any in the business, must be equally efficient as an attraction if he wishes to continue to do business along old lines. The fact is that to keep up with the procession he will have to resort to Special Sales. Where once they become established it becomes a disease with people hunting or watching for bargains and attending the sales, but prices are expected and the advertising man simply keeps the ball rolling by making leaders of a few things different each week. Very often two advertisements of two different houses will appear in the same paper, both advertising the same article at the same price and both saying "We defy competition." In such case, the house that advertises some other article the reader might want in connection with the article both advertise, is the house which gets the business; the people seem to "play no favorites."

The important point is to make it a specially worth while to visit the store, once inside, the proper display of your goods, and attractively price marked, sells the goods, leaving little else for the clerk to do but to put the money in the money carrier and go on to the next one producing the coin. These kinds of shops don't go bankrupt.

THE GOLIATH OF THE KNIFE FAMILY.

Goliath of the Knife family may occasionally be seen in Hardware stores of leather making districts of the country, for he is too rare and valuable a curio for general public exhibition. Goliath is about 16 feet long, and five or six inches broad, and beats his little cousin, Jack Knife, whose ability to double up has won him fame, by twisting up in graceful curves like a figure eight.

Goliath is an ugly looking customer, and his purpose, either in arts of peace or war, would baffle Sherlock Holmes, as well as the ordinary individual. But properly harnessed, and with a good driver holding the reins over him and plenty of feed in the box, Goliath can do stunts that seem almost worthy of the first pages, with full illustrations, in the wonder book.

Goliath can slit a sheet of leather from the pelt of Mary's little lamb, or Mrs. Leary's famous cow, or their posterity, as thin as a Japanese napkin; and this is his principal means of earning his living. Goliath is sold by the Hardware man, who doesn't like to have such a big ugly looking cuss around, to the first man who has sufficient good Roosevelt dollars to buy him. Goliath's new owner usually at once puts him to work, hitching him to two pulleys of an ingenious machine, called the belt knife machine, whose chief organ is Goliath or his twin brother.

The pulleys revolve, under pressure from Giant Sy Steam, and then Goliath goes whirling madly over and over them time and again.

His keen edge is thrust up between two jaws, between which an operator feeds piece of sheep, goat calf, cow hide or other leather, and Goliath splits them in various thicknesses as indicated by the regulator before him. Some pieces are shaved off as thin as tissue paper, and from this width they range up to a thickness of a quarter of an inch.

Goliath surely earns his living, for he doubles the value of many pieces that he splits. For instance, a man has one cow hide which is twice as thick as the leather he wishes for a pair of shoes. So he gets Goliath to split it in halves, and then he has two hides, each thick enough for a pair of shoes. Goliath isn't at all particular about what he splits, and he'll split a finger as quick as he will a side of leather.

Goliath's birth is shrouded in mystery, though his sponsors guarantee him a respectable individual. He was delivered from the red hot forge of the Lovejoy Machine Works, in Lowell, Mass., where Daniel Lovejoy now enjoys his vigorous 81 years of life and 56 years of active experience as a knife maker, he being the oldest man in his specialty in the country.

Goliath's ancestors came from Pennsylvania steel mills, where they are produced by a secret process. Upon arriving at the Lowell works, the steel plates are cut into lengths of 16 feet and are then welded in gas forges to iron backs, and thence rolled to a thickness of a quarter of an inch.

Then the piece of steel is hammered into the shape of a Goliath beneath a 600 pound drop hammer, and his proportions are forever fixed by heating him and dipping him into a secret mixture. Goliath is a peculiar member of the knife family, for, while he must have great strength, he must also be as flexible as a whalebone so that he may rapidly revolve around the pulleys of his future owner. To make him fit these pulleys, the long drawn out Goliath is doubled up into an endless belt, and welded into one piece. Then Goliath is ground to a razor edge between grindstones, and by the time he is finished he looks capable of cutting some mighty big swaths in the Russian army, providing the Japs only had him.

But Goliath's life is short, though useful. He goes the pace that kills, for he always has to keep an edge on to keep up with his work. He has frequent recourse to a small emery stone for stimulation, and so continually keeping an edge on rapidly burns his life away, as it does men and knives of lesser size. In a month or six weeks Goliath goes to the bad, and then finds rest in the junk pile. But another is always ready to take his place, and go the same rapid pace that kills. Such is the story of Goliath of the knife family.

F. A. G.

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JAP-A-LAC

"WEARS LIKE IRON"

THE Hardware dealer, who is willing to take his share of the profits accruing from JAP-A-LAC sales, is sure to become an enthusiast on this new wood finish.

We advertise it in the principal magazines and periodicals, and spend immense sums of money in explaining its merits to the millions of readers.

JAP-A-LAC is the quickest selling commodity of its kind in the market.

JAP-A-LAC does not scratch white or show heel marks.

JAP-A-LAC may be used for all kinds of interior finishing, furniture, iron work, doors, etc.

There is nothing just as good. Why not stock what people call for?

Write for special proposition to dealers and full information.

THE GLIDDEN VARNISH CO.
MAKERS OF HIGH GRADE VARNISHES
No 44 WILLIAMSON BLDG CLEVELAND, O.

TYPES OF TRAVELLERS.

Veteran Dealer Discourses on Their Ways— Harm Wrought by Lack of Diplomacy.

"There are all sorts and conditions of travellers, and dealers soon come to know which of them have tact and which have not; which are a help and which a hindrance. We have to be pleasant with all of them, of course, but some of them we greet with hearty and unaffected good will," remarked an old dealer to a Bicycling World man.

"Such a difference as there is, too," he continued. "There is one man who drops in on us two or three times a year, and who transacts his business in about five minutes, leaving the instant he is through, carrying with him a signed order for goods. He is business clean through. No blarneying or beating about the bush, no round-about talk on a dozen topics foreign to bicycling. Instead, he goes right to business, opens his sample bag and shows us his goods We want certain things, and if the prices are right—and they usually are—we buy. The bag is snapped to with a bang and he is on his way down the street in a jiffy. Why, he has been selling us goods for years and I don't even know his name!

"There's another man who is as deliberate as the first man is quick. He comes in and waits our pleasure. He will make himself useful, too, talk to a customer and keep him in play until we can attend to him. He even made a sale for us, once. I was trying to handle two customers at once, and he joined in the talk and as soon as he got the lay of the land he took one of them off my hands and actually sold him a machine, while I was vainly trying to close with the other one. It is hardly necessary to say that he got an order.

"There's another side to the picture, of course. The travelling man who is in a big hurry, and must be waited on at once; the fellow who has been sent on to patch up a row over some guarantees; and the one who is a collector as well as a salesman, all have their ways of getting on your nerves and snarling things up.

"The 'rush' man has to make a train, and he insists on your dropping everything and attending to him. The peace maker who has instructions to come to terms over the disputed guarantees, starts out with the assertion that his people were right and you were wrong; and this riles you and you get into a redhot argument over the matter, so that when the concession is made you are still irritated and think hard things about the man and his concern.

"The man who is both collector and salesman muddles the thing, too. There is a slight balance due, but collections have been slow or you would have squared it. The concern is anxious to sell you more goods, and therefore the collection of the old account should have been gone about diplomatically. Instead, the man broaches the matter first thing, and becomes ugly when you show that you don't like his manner. In a huff you give him a check or a short time note, and then wait for him to change his tune. This he does when he brings out his samples, and you take your revenge by telling him you are not ready to order. By this time he is in a more humble mood, and plies you with solicitations, but you hold off stiffly and give him no satisfaction.

"Such tactless travellers do a lot of harm, and the trouble is that their employers don't know what the trouble is or why they lose trade."—*Bicycling World.*

♣

Telephone mistakes may have their serious sides. A man who wanted to communicate with another named Jones looked in the directory and then called up a number. Presently came through the receiver a soft feminine "Hello!" and he asked. "Who is that?"

"This is Mrs. Jones."

"Have you any idea where your husband is?"

He couldn't understand why she "rang off" so sharply until he looked in the book again and discovered that he had called up the residence of a widow.—New Yorker.

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REVIEW OF THE MARKETS.

WIRE NAILS.—The current demand at the mills is an excellent one, and tasks their capacity to fill orders complete. The prevailing impression is that the price of Nails is a satisfactory one and that orders should be forwarded while the assortment is good. The market is a firm one, and fears are entertained that it is liable to be advanced. Quotations on car load lots to either jobbers or retailers are f.o.b. Pittsburgh 60 days, or 2 per cent discount for cash in 10 days.

Carload lots $1.60
Less than carload lots.....$1.65

New York. Small sizes of Nails are in short supply, otherwise the demand is very good for current wants. The market may be considered firm at the following quotations:

Single carloads $1.79½
Small lots from store.....$1.85 to $1.90

CUT NAILS.—Demand good, especially for small lots for prompt delivery. Quotations are as follows: Carload lots, $1.60, and less than carload lots $1.65 f.o.b. Pittsburgh. In the East, Iron Nails are quoted at the same price as Steel Nails, but in territory west of Pittsburgh Iron Nails are quoted in carload lots f.o.b. Pittsburgh at $1.65 with an advance of 10 cents in less than carload lots.

New York. Local demand is a good one, and the tone of the market steady and firm at prices quoted. Quotations are as follows: Carloads on dock, $1.74. Less than carloads on dock, $1.79. Small lots from store, $1.85.

BARB WIRE.—A good demand from the West still continues. The leading Manufacturers refuse to enter contracts except for shipment within 30 days from date. The tone of the market is characterized by firmness. The regular schedule of prices is as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1.90	2.20

SMOOTH FENCE WIRE.—The demand is excellent, and the mills are running with order books in good condition. Market is regarded as being a firm one. The same rule applies as to orders, limiting them as to date of delivery within 30 days. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days.

Jobbers, carload lots.....$1.45
Retailers, carload lots 1.50

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

CORDAGE.—The following prices represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11½@11¾
No. 2 Manila	10¼@11
Pure Sisal, 7-16 and larger	9
No. 2 Sisal, 7-16 and larger	7¼

LINSEED OIL.—Under date of October 19 the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....42 cents per gallon.
In lots of 5 barrels or more.....41 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity, at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon

THE PITTSBURGH TRADE.

Pittsburgh merchants had their second excursion, 17th to 22nd insts. The route this time covered southeastern Ohio and the excursion was a success both as to numbers and results. Pittsburgh means to keep in touch with the surrounding territory and to let merchants in these towns know that we want their trade and that they will consult their own interest by buying here. Mr. J. W. Wardrop, the secretary of the Merchants Association is the right man in the right place and these excursions are under his management. Manufacturing interests in and around Pittsburgh are showing improvement every week, orders coming in freely and more men and machinery being put to work than for a year past. It is expected that this condition will continue through the winter and that by next Spring there will be full employment for all mills and mines. Another dam in the Ohio River improvement was opened for use on Saturday, Oct. 15th. As there is very low water in our river at present, it had to be a local affair so far as steamboats were concerned. If the government could appreciate the great need of this improvement, and the economy of constructing it as a whole, the work would be done within two or three years but as it is we cannot look for completion inside of the next decade.

Logan-Gregg Hardware Co.

THE CLEVELAND TRADE.

Neither the talk of short crops, nor the political campaign has prevented a fair trade for the Fall months. Depression was slow in reaching the West and now seems to be taking its departure. Already the signs of improvement have appeared that is strengthening prices. A decrease in the reserves of the New York banks has little effect in the West, and no longer means a panic. The past decade has left the West more independent of such influence. Manufacturers hesitate about entering unlimited orders, but prefer to keep themselves in condition, to be benefited by the anticipated advance. Manufacturers, jobbers and retailers are more and more recognizing the rights of each other, and each attending to their own business, instead of attempting to injure their competitors. Organization has improved and increased the ethics of business. When the "Big Fellows" who have been afraid of organization, learn to respect the rights of others, business life will be more worth living. Nineteen hundred and five is generally expected to be a good business year.

The Lockwood-Taylor Hardware Co.

THE CINCINNATI TRADE.

Cincinnati is experiencing the first serious strike in many years. The strike originated with the molders, with coal teamsters following, for a few days the "skyscrapers" were compelled to run their elevators on short time for lack of coal, and all foundries and coal companies are trying to run with strike breakers, resulting in the usual turbulent skirmishes with sympathizers. The C. H. & D. Pere Marquette combination of railroads has agreed to locate the general offices in Cincinnati and a belt line is in contemplation, and the buildings in the "bottoms" recently purchased for the L. & N. & Cincinnati Southern Railroad freight terminals are being rapidly demolished, that the ground may be speedily utilized. What purpose Third street will be used for is a matter of conjecture; the banking and brokerage interests have left the street for office buildings and Fourth street quarters and Third street is deserted. The Kruse Hardware Co. say they will remain on Pearl Street until forced to move, and with Johnson Bros. on Second Street, they are the only wholesale Hardware houses remaining in the former jobbing district. The Ingram-Richardson Manufacturing Co., Beaver Falls, Pa., has established an office in this city to push iron and steel specialties in this territory. The reports from Hardware salesmen continue good except from Eastern Ohio, which, for some unaccountable reason, is behind in the usual amount of orders.

THE DAVENPORT TRADE.

Robert Sickels, of Sickels & Nutting Co., and our worthy president, has returned to New York after delighting us for a week with his charming companionship and valuable business suggestions. We wish he would come oftener, and remain longer; in fact, we regret that he cannot be with us always. Preparations are being made for the Annual Love Feast, at Atlantic City, in November. Arrangements are now practically completed to run a special train from Chicago and Cleveland. The prices on some lines of heavy goods, including nails, barb wire, etc., are altogether too low, and it would not surprise us if they were higher before many moons pass by. Orders are coming in freely, and Fall trade with its usual hurry and bustle is here in earnest.

Sickels, Preston & Nutting Co.

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THE PHILADELPHIA TRADE.

It gives us pleasure to report that a much better feeling has developed in business circles in the last few weeks, and the trade has shown quite an improvement in consequence. This optimism seems strongly shown in the stock market as illustrated by the heavy advance made in the last few weeks. It seems to us, however, cause for regret that the future should be so largely anticipated in this way, and we do not feel that the situation by any means justifies such an extravagant upward course. It is some satisfaction to know that the Hardware business usually pursues its way unaffected by these gymnastic stock performances, and we are able to report that a steady buying movement is now in progress, and that goods are moving freely, and in considerable volume. Manufacturers are sometimes reporting that jobbers have been ordering so carefully for the last few months that jobbing stocks are badly broken, and that orders are now being placed for future business, so that jobbers may have stocks on hand for the coming trade. There have been very few recent changes in price, although the cotton market is very much unsettled, and higher prices are announced for some goods in this line, including, of course, Braided Sash Cord. The demand for nails and wire has been very heavy for this season of the year and while all these nails may not have gone into consumption we believe there is a consuming demand sufficient to justify a fair trade for these goods also. On the whole, there appears to be no reason why we should not look for a fair volume of business, although we believe that the safest course is to attend strictly to the business of to-day and not anticipate the future.

Biddle Hardware Co.

THE SOCIAL SECRETARY OR WELFARE MANAGER.

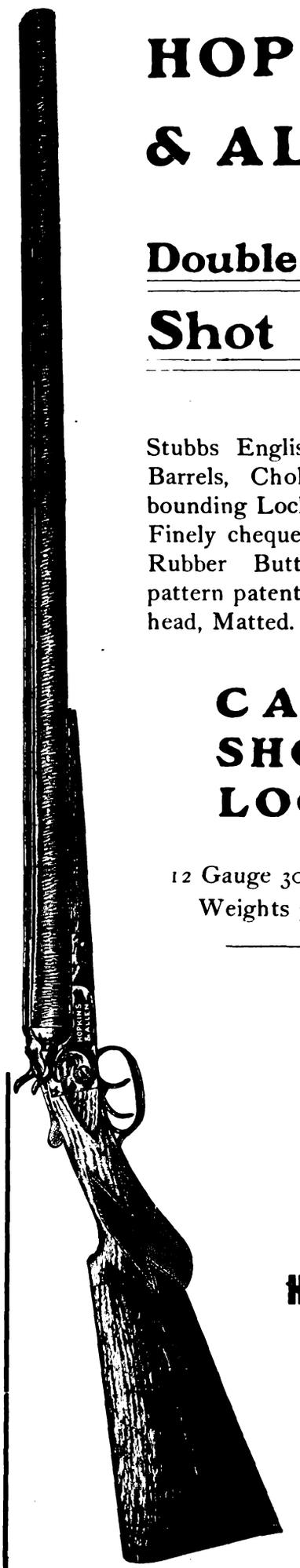
Unquestionably, the department store of to-day can only be likened to a vast army thoroughly equipped in every branch for an aggressive campaign. While one man or body of men controls its workings and directs its policy, there are many lieutenants and sub-lieutenants who carry out the plans as devised by the governing staff and look after all the details, so that the whole organization moves along with the greatest speed and the least friction.

Yet, in spite of this completeness, the relations between the head of the house and the employees have spread further and further apart. Outside of the heads of departments, the average employer knows nothing of his subordinates, while they, on the other hand, in many instances, know the head of the house by name only. Thus, the understanding more or less close and cordial, which used to exist, has in most cases ceased to be, just for lack of some one in authority to take a kindly interest in the employees' welfare.

This state of affairs and lack of personal contact between employer and employed has made misunderstanding and suspicion easy on both sides. Not infrequently it has played its part as proximate cause in some far-reaching strike. More often it has resulted simply in a low grade of industrial efficiency, listless, grudging service, a discourteous, don't-care spirit. And all because it has not been taught at every turn that the interests of labor and capital are reciprocal rather than exclusive and incompatible.

All this has been gradually perceived by the keener business intelligence and the social secretary, or welfare manager, has been evolved.

In speaking of this new profession, the social secretary of a large department store said the other day: "I was employed for just two purposes—to insure just treatment of employees and to improve their efficiency. In working for the first end I am pre-eminently representative of the head of the house—his agent with unlimited authority—yet I am also an intermediary, a buffer, between employer and employed. I have to know the store organization from A to Z, and most of the employees. Then by winning their confidence I can keep my finger on the pulse of popular feeling, anticipate discontent, remove irritants, and insure harmony. In a business where strikes are likely to occur a social secretary would, I am convinced, do much toward averting them. When employers generally recognize this fact and adopt the social secretary system, we shall have taken a long stride toward industrial peace. So many times it's the sub-boss, the tyrannical foreman or floorwalker, that makes the trouble. With such men, knowing that there's an *alter ego* of the proprietor looking out for every employee is pretty effective in keeping the brakes on temper.



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels. Weights 7¼ to 8 lbs.

PRICE $16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

"All complaints and grievances—and they cover a wide range—come to me. Sometimes I am counselor, judge and jury all in one, and sometimes, when important questions of wages or hours are involved, I consult with the superintendent, who has learned to use his authority intelligently, not despotically. Verdicts vary, but whether they be for house or helper, average employees believe in the intelligence and the integrity of the decision.

"But all this is only one part of my work. The other is to increase industrial efficiency here in this shop. Everybody knows in a general way how that is done and how in some way or other the condition of employees must be bettered. Of course, insuring fair treatment is one means toward this end, but the other methods adopted would surprise the ordinary person and especially the niggardly, near-sighted employer. He'd be appalled at spending so much money just on the employees, and he'd whine about the profits being eaten up. Well, business is business, not charity, and if the expenditures are life size, the returns are heroic."

This young lady had reference to the fact that under the same roof with some ten miles of counters there's a gymnasium for the employees, and a library, and a recreation room, with couches and easy chairs and a piano, and four hundred square feet of hardwood flooring. There are baths, tub and shower, where twice a week an employee has thirty minutes of the firm's time for a real bath. There's a sunny infirmary with an all day attendant, and the completely equipped office of a twentieth century physician, who is retained by the house, has office hours both morning and afternoon, is within call at other times, and whose advice is free to every employee.

In serious cases the patient is taken home in a carriage and the expenses of the illness are borne by the Employees' Benefit Association. To this every member of the force belongs, dues being regulated according to the wages received. From this fund, too, is paid for ten consecutive weeks a certain percentage of the sick employee's salary, and in case of death a lump sum is paid over to the personal representative of the decedent.

There has been no little discussion as to which is the preferable name for an incumbent of the new position, "social secretary," or "welfare manager." Perhaps because of the public's reluctance to interpret "social" in its large and original meaning, the title "welfare manager" would signify more to the average citizen.

Besides the provisions for the rational comfort of employees which the social secretary or welfare manager has instituted and personally supervises, educational efforts are also being put forth. These include classes for instruction in saleswork and in elementary subjects for cash boys and girls, and lectures on raw products, textiles and kindred topics, these latter increasing both the intelligence of the sales person about the articles handled and the number of sales made.

Clubs are organized for various purposes. They are seen only in their beginnings in New York, but in other places there are already in full swing literary clubs, social clubs, clubs for general information about woman's progress in the business world, dancing classes, cooking classes, hygiene classes, and classes for Bible study, art needle work and burned wood work.

With all these things, the social secretary has much to do, besides visiting the sick, advising with individuals who seek counsel on outside as well as business matters, and a thousand and one other things that don't repeat themselves. The position is no sinecure, and secretaries are unanimous in saying that the very first qualification for success is a capacity for hard work, plus ever so many other things. Among these attributes are the following: A trained intelligence, tact, sympathy, judgment, discretion, decision, diplomacy, originality, adaptability, close observation, experience of life and a winning personality.

There are many large retailers who openly affirm that they have adopted welfare methods solely because of the better service which is afforded and because they believe that the public appreciates such endeavors and will carry its trade where such methods are employed, indirectly influencing other shoppers to follow their example.

With such conviction rooted in the minds of both classes of employers, continued demand for the social secretary seems assured, and a rapid development of the profession may be prophesied.—*The House Furnishing Review.*

NOT TO BE FORGOTTEN.

A man used to vicissitudes is not easily dejected.

Knowledge is more than equivalent to force.

Example is always more efficacious than precept.

A man is very apt to complain of the ingratitude of those who have risen far above him.

Many things difficult to design prove easy to performance.

The trappings of a monarchy would set up an ordinary commonwealth.

He is no wise man that will quit a certainty for an uncertainty.

If a man does not make acquaintances as he advances through life, he will soon find himself left alone.

It matters not how a man dies, but how he lives.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR BRITISH LETTER.

(From our Special Correspondent).

London, October 15, 1904.

LONDON'S NEW PRESIDENTS.

The London & Suburban Ironmongers' Association is fortunate in securing for its president this year Alderman Pond of Finsbury who succeeds Councillor Timpson of Ealing in the presidential chair. Alderman Pond is one of the youngest aldermen of the city of London, he is in the prime of life and full of energy and enterprise. He has long taken keen interest in association work, and is a strong believer in the advantages which may be gained by concerted action contrasted with the utter helplessness of isolated ironmongers. In a recent interview I had with him he emphasized his interest in the I. F. A. scheme of examinations for assistants, and stated he was looking foward with pleasure to the examinations which are to be held in London next year. He thinks the benefits gained from study and preparation by assistants competing cannot be overestimated. The examinations last year in Manchester were very satisfactory, and the advantages of being the happy possessor of an I. F. A. certificate of merit have already been found substantial by more than one of the assistants who secured awards. Alderman Pond has every prospect of a good year of office. He is backed up with an excellent committee and retains the able services of E. H. Timpson, the son of the late president.

The newly-elected Lord Mayor of London who comes into office on November 9th claims some connection with the Hardware trade. Alderman John Pound—the future Lord Mayor—is the head of the well known firm of leather goods manufacturers (John Pound & Co.) of Leaderhall Street, E. C. He is very popular and likely to have at heart the interests of the traders of this country, so many of whom congregate within the bounds of the ancient city.

A GOOD FRIEND TO ASSOCIATION WORK GONE HOME.

Yes, the ironmongers' associations of this country have lost a good friend in the death of George Bevan Lovedee, who for the last dozen years or so has been well to the front as publisher and proprietor of the Hardwareman. He died last month after a sharp attack of typhoid fever contracted during a holiday visit to Margate. The deceased was an enthusiast in all the efforts made by the heads of the association movement for the betterment of the Hardware trade. He was one of the founders of the first association in this country, and he never lost his interest in the work. He took advantage of every opportunity of attending association meetings, and of encouraging the work which he regarded as the salvation of the trade, by his presence. At all recent meetings of local associations as well as of the Central Board of the I. F. A. resolutions of regret and condolence with his family have been passed

FORTHCOMING SHOWS.

Some discussion is now going on in reference to the stand taken by British makers in connection with the Motor shows. The Society of Motor Manufacturers and Traders, Ltd., in a circular letter sent round the trade some little time ago, attempted to point out reasons why manufacturers should not exhibit at the Paris Automobile Show. This advice is regarded as unwise; surely we want French makers at our shows; and if so how can we expect them to exhibit in a country where reciprocity is discouraged. Again, if British makers do not go to Paris and show continental buyers that Great Britain can also make machines possessing special merit there will be little incentive for Frenchmen to come over to our shows with their latest and best types. The Cycle Shows, at which many motors are exhibited, will be held in November at the Crystal Palace and the Agricultural Hall, London. Great preparations are being made for the Automobile show which is to be held at Olympia, London, in February next. A great show is anticipated. Ironmongers are interested in motor cycles and as I have frequently pointed out, are doing good business in motor accessories and supplies.

THE MOTOR AND MOTOR CYCLE TRADE.

The growth of the motor cycle and motor industries during the last year or two has been truly wonderful. Motor traction has become a recognized feature in road locomotion, the transit of produce, and the delivery of goods. Unfortunately but little of the actual trade in the vehicles themselves and in the heavier items connected with the business pass through the hands of Hardwaremen, nevertheless, British ironmongers find a steady increase in the demand for accessories and the different materials and goods necessary in the up-keep of motor vehicles. Petrol is needed and the supply often runs short at points far distant from towns and central depots; consequently, village ironmongers, located at suitable points on main thoroughfares and well known roads frequented by motorists, do good business in this commodity. The Coventry Chain Co., Ltd., have recently brought out a very pretty hanging sign, on which the word "Petrol" figures conspicuously. Many of these enamelled tablets, which have wrought iron frames, are already swinging in the autumn breeze across the footways in front of some of the establishments of enterprising ironmongers.

AGRICULTURAL MOTORS.

The trade which has opened up in consequence of increased motor delivery traction in large towns and busy centres is also evident in rural districts where agriculturists are quickly learning the value of motor traction. The "Ivel," "Scott," and other good makes of agricultural motors for attachment to implements, machines, food-preparing contrivances, as well as for traction purposes are fast coming into general use. When ironmongers manage to sell one of these motors the business is well worth having, especially when it is remembered that a steady trade in sundries is assured, as well as a ready entree to the farm on which the motor is used.

TO REGAIN THE LOST.

British ironmongers freely admit they have been too conservative in the past and have neglected many opportunities of adding new business. The secret of the despondence of retail ironmongers, and the complaints about reduced turnovers in consequence of trade diverted into other channels is the apathy with which new discoveries were formerly regarded. In this world of change and constant development diversion of business and decline of old orders of things must take place. To keep up existing returns, to say nothing of increasing them, new branches must be taken up. It is now realized by ironmongers' associations and individual members that many good things have been lost from want of enterprise, most notably the cycle trade and gas cooker business. An effort is now being made to regain these lines, but it is very difficult to achieve the desired end. Cycle depots and agents are firmly established, and it is only here and there that ironmongers have a look in. For the present the majority of ironmongers must be content with selling accessories and picking up new business in motoralities and petrol. The cultivation of gas business is also difficult. Gas companies hire out cookers at quite nominal rates, and consequently leave little to be done in direct sales, but gas fires are being sold as well as gas irons and the numerous economical domestic contrivances on the market. The bright side of an ironmonger's business in gas supplies consists in the numerous incandescent fittings which are being added to almost daily. Ironmongers have grasped the possibilities of incandescence, and its advantages over old types of burners, and they are to be commended for the way in which they have taken up the sale in fittings and mantles, as well as in the adaptation of old systems to modern methods, not only of domestic lighting but of shop fittings which now largely consist of arc lamps, of one or more of the many types at present on the market.

TALKING MACHINES.

It is interesting to trace the development of a new industry and to see how the conservative ironmonger of other days is forced to accept an innovation, and add to his stock lines which a few years ago he would have ridiculed. One of the most astounding inventions of the present day is the talking machine, under which general term, phonographs, gramophones, graphophones, etc., are grouped. There are many of these machines on the English market and the improvements in the effects produced by them have been rapid, some machines are preeminently in advance of others and give clear and distinct reproductions of the human voice, music and other sounds. Indeed, talking machines have ceased to be toys and perhaps for that reason British ironmongers take more kindly to them. Although sold by different retail traders ironmongers do a very fair share in this new business, and as the winter approaches the more advanced buy talking machines, and add to their stock new records. The Madame Melba records are popular, as well as the beautiful songs sung by that famous Welsh singer Ben Davies.

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RECENT TRADE PUBLICATIONS.

The Oneida Community, Ltd., Kenwood, N. Y., are placing in the hands of their patrons and friends their catalogue No. 27A, inside of which is a slip requesting that all previous catalogues be destroyed and that orders be made only from No. 27A, which is an illustrated price list of game traps and chains which they manufacture. In making springs for their traps, nothing but the best crucible steel is used; the stock is a mixture of special Norway iron. The standard is kept up by frequent repetition of these tests, and by daily watching results. The springs are tested in three different ways before leaving the factory; the other parts of the traps are carefully tested and inspected, and each trap is set and sprung to insure its working correctly. Should defects ever appear, they will furnish repairs free upon notification. They make three patterns in chains, the "American," "Niagara," and the "Eureka," and they request that in ordering, the pattern be specified. The American chain is made from flat, cut steel, interlocking links. For halter chains this pattern is decidedly the best. The other two patterns, they state, are economical, beside having great practical efficiency. They are made by automatic machinery, and, having no welds or rivets to give way, are exceedingly strong and durable. The Niagara link is formed on the principle of the square knot. The Eureka, on account of the shape of the links, is especially adapted for agricultural implements. Send for one of the above catalogues.

The Walter W. Woodruff & Sons Co., Mount Carmel, Conn. have sent us a copy of their Catalogue "A" of automobile mountings and specialties. The book is one of the finest of its kind that has come to our notice, the cover being of plain red imitation flexible leather, and neatly lettered in black. The printing, illustrations and paper are also excellent. They state that in putting out this, their first catalogue, they are not entering upon a new undertaking, but simply broadening their field of action, for since vehicles were first built in this country they have been the pioneers in the manufacture of mountings and specialties, until now their goods are known not only throughout this country, but are largely sold and used in many of the markets abroad. Their catalogue presents a very comprehensive line of goods such as every maker of automobiles uses, and they are constantly adding new articles, in an endeavor to keep thoroughly up to date. They make a specialty of producing specialties of the best grade for the trade, and are prepared to make anything in the line of mountings that the trade requires of malleable iron, brass or bronze. They state they make only the highest grade and best quality of goods, not attempting to compete with cheaply made products; at the same time, their facilities and knowledge of the business render it possible for them to make very reasonable prices. They solicit correspondence before placing your orders elsewhere.

Under Size.

Applicant—Thirty dollars a month is very little pay for a school teacher.

Reuben Hayrick (president of Board of Education of Slabtown)—Wal, that's all we paid ther last one, an' he wuz twice as big as you.

♣

A cow is a very good animal in a field; but we turn her out of a garden.

Wealth excludes but one evil—poverty.

Perfect Typewriting Cannot be Secured Without These Two Essential Features.

THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

THE HAMMOND TYPEWRITER

TIME TO STOCK UP ON



BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.
107 Chambers St., NEW YORK.

JUST OUT — Note the Graceful Lines



We have spared no expense to make this new line the best ever. Finest finish and workmanship throughout.

Write for latest catalogue.

Lancaster Machine & Knife Works
LANCASTER, N. Y.

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THE RETAILER—HIS PROBLEMS.

What is the secret of the big store's strength? Its bigness, do you think—or its prices—or its liberal advertising, special sales, trading stamps, premiums? Not at all. These things are simply attractions—details of the secret. The real inner reason for the big store's hold on the public is that within its walls there's always something doing!

Advertising? Why, of course, it attracts—but only because it tells about something doing. Go to the skilled advertising man in a big department store, and tell him that a certain department is doing well. Ask him to help it along with advertising. Will he? Not if he knows his business. On the contrary, he'll leave that department out of the daily ad. until its manager has begun to make things happen in it.

Special sales? What in the world are they but the very quint-essence of something doing? Premiums? Trading stamps? Pshaw! You can't get anything for nothing.

Years ago the department store was nothing but a dry goods shop, and had just two busy seasons—spring and fall. There were long, dull months in between times. By a process of development, however, and through enlargement and advertising, the original dry goods shop managed to provide merchandise events to interest the public every day in the year. The advertising man will tell you that he did it, and the buyer will swear that it was done by merchandising. Both of them helped, but the whole thing really developed along a dozen channels, growing out of the discovery that people would come to a store where there was something doing, no matter what the season. The big stores have grown just as fast as they have been able to develop ways of providing live merchandising events—general activity—human interest.

The art of providing these attractions has been reduced to exact principles. Monday morning, bright and early, the public is on hand to see the goods offered in Sunday's ads., and from that time until Saturday night, when it goes home with things to eat and wear on Sunday, the something-doing element is worked ceaselessly. There isn't a woman in all this broad Yankeeland but what thinks of a tour through the big stores with anticipation. Even if she hasn't read the morning ad., she can go down town confident that there will be something worth going for.

Well, what has all this to do with the little neighborhood retailer out on Crosstown avenue? Do you think that he can turn his shop into a department store?

Precisely.

For he can provide his smaller public with this very attraction of something doing on a small scale. He works under a disadvantage—but not the disadvantage that he thinks is the main one. It isn't his inability to advertise in the newspapers that keeps him back, nor his inability to compete on prices. His real handicap lies in the fact that he has never discovered what a lot of response there is in a public when you sincerely try to show people that you are alive, and that there is something doing in your neighborhood store.

One very potent form of something doing is that of the special sale. Now, to most small merchants, the very word "sale" carries the thought of

RUINOUS PRICES.

But price isn't everything in a special sale. Why, some of the most successful "sales" are those based on regular prices—just a method of inviting attention to the strongest departments or certain seasonable lines of goods. There's a big store in Philadelphia, for example, that sometimes devotes a whole page in the Saturday papers to a description of its corset or book department with never a price attached. Just as pure descriptive reading matter it creates business that can be traced in those departments for weeks afterward.

The neighborhood store out on Crosstown avenue must go to work in pretty much the same way. The public doesn't expect such complete lines as can be found downtown. It buys there as a matter of convenience. The articles that people go downtown for must be dropped, and the lines that they buy near home, as a matter of convenience, built up so that there will be no need of going downtown for them. The taste of the neighborhood must be studied, and its wants anticipated. Then, when the stock is right, the neighborhood store can let people in its vicinity know that it has joined the something-doing class.

Remember, the people who live off Crosstown avenue have usually had every encouragement to regard the stores on that outlying thoroughfare as "dead ones." When a spool of thread is wanted, or a bag of table salt, they use them, just as a hatchet can be used to open a can of tomatoes in an emergency. As for going in and asking for something really up-to-date, however—well, what would be the result in most stores of this type? The public has often tried to interest the Crosstown avenue dealers in their own stock, but usually without success. So it wants evidence of something doing before it comes again.

It is surprising how little real activity in a neighborhood store will attract attention. It's easier to make a commotion in a fish globe than in a mill pond. Activity isn't



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The Light That Never Fails

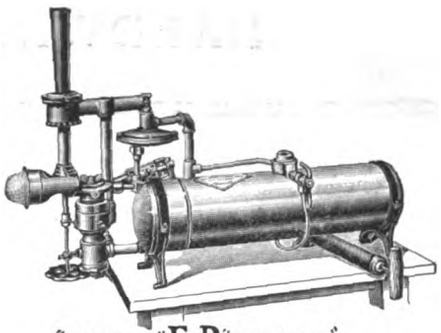
SO SIMPLE AND SAFE

That a child can operate it. Will save you 75 per cent. of your light bill. Have the best lighted INSIDE and OUTSIDE store in town.

THE INCANDESCENT LIGHT & STOVE CO.

Nos. 420-422-424-426 E. Pearl St. CINCINNATI, OHIO

For catalogue and further information address Department C.



"FIRE PROOF" F-P "FOOL PROOF"

INDIVIDUAL LIGHTING SYSTEMS

necessarily a page in the newspapers. It may be simply a window display of goods that everybody is thinking about this particular week. It isn't cut-throat prices on these goods. The convenience of buying them right near home is worth something. even to the confirmed bargain hunter. It isn't bigness, for the personal note in the little neighborhood shop is something that the big stores can't copy; the bigger they are the farther they get from it.

SOMETHING DOING

at the neighborhood store may be just a circular distributed a few blocks on each side, or a new window display each day, or a demonstration of some interesting goods once a week, or a special sale with live features, or a guessing contest. Something doing is just activity—alertness—responsiveness to the needs of the people roundabout. A very little of it sets the store in a class by itself, and about half as much keeps it there.

This may read like theory, but it's hard fact.

The little neighborhood shop-keeper may say: "Oh, tush, I tried that once, and it failed." Perhaps it did. Things have a perverse way of failing the first time. But did you find out why it failed? That was the real point. Many a merchant has built a substantial success on the experience drawn from failure.

Try again.

Get busy.

Do something.—*Printers Ink.*

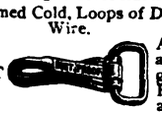
THE DEALER MUST STUDY.

The Hardware line is getting to be so large that unless the dealer studies it industriously all of the time he will lose trade through his ignorance New things are coming onto the market all of the time, and the retail mail order houses are everlastingly after the business. It is truly a day of lively retailing, and the Hardware line will continue to grow livelier. One of the dealers, who has seen twenty-five years' active service, tells me he is getting tired of the fight. He says the Hardware business is just as good and even better for the country dealer than it used to be, but it requires more steam than he has to give it. He has no son who likes Hardware and no young, ambitious fellow to turn the store over to. He has made $25,000 and is preparing to sell out. In spite of the way the business has been cut up, the Hardware retailers seem to be well satisfied with prospects. They are learning to widen their lines along the right avenues and are becoming much better merchants. The contract work in building and heating is doing much for some. Then there are the numerous opportunities for profit and trouble in implements, furniture and harness which I have mentioned.—*Hardware Trade.*

The Niagara Wrought Steel Harness Snap.

All Steel, Formed Cold, Loops of Drawn Steel Wire.

STRONG
DURABLE
CONVENIENT
HANDSOME
SALABLE.



As low in price as any other good snap. Free Sample and quotations to jobbers only.

Niagara Falls Metal Stamping Works, Niagara Falls, N. Y.

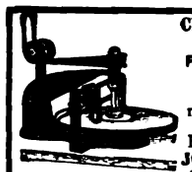
The "ORIGINAL JENNINGS" AUGERS and AUGER BITS

For Sale by all Hardware jobbers



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.



CLIPPER SHARPENER AND SURFACE GRINDER

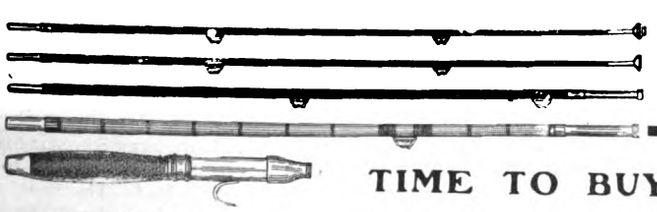
PROFITABLE TO EVERY REPAIR SHOP

Clippers Sharpened in 5 minutes earning 50c.

Descriptive Circular and Prices, address,

JOHN VAN BENSCHOTEN,

14-20 Catharine St. POUGHKEEPSIE, N. Y.



TIME TO BUY

FISHING TACKLE

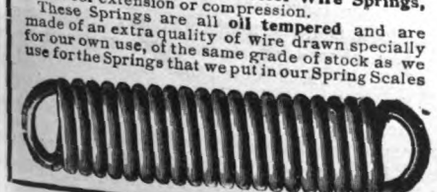
is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the dealer money.

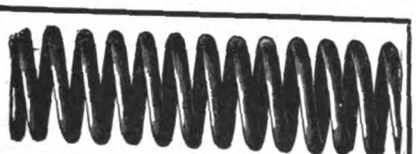
CATALOGUE FOR THE ASKING.

CLARK HORROCKS CO., Utica, N. Y.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.

A RED HOT SELLER

GLOGAU'S Alcohol-Gas Stove



Solid Spun Brass and Nickel Plated. A boon for the Sick-Room, Camp, Travelers, Chafing Dish, Light Housekeeping or wherever gas is not available or desirable. **Makes its own gas, is portable, uses only 2 cents worth of alcohol in an hour. Burns odorless, wickless,** and weighs only 7½ ounces. It can not explode, and never gets out of order. The genuine is put up in a neat white carton, bearing the name "GLOGAU'S," and is NICKEL-PLATED. Accept no other.

Price $6.00 dozen, express paid.

Sample sent anywhere, express paid, on receipt of 70 cents.

H. W. GLOGAU & CO.

40 Dearborn St. CHICAGO

"HARDWARE"

24 A Year $1.00

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incoporations, Etc.

Auburn, Ind.—The Culbertson Hardware Co. has been incorporated with a capital stock of $7,000. Hugh R. Culbertson, Frank E. Draggoo and Robert D. Welch are incorporators.

Baltimore, Md.—The J. Seth Hopkins-Mansfield Co. has been incorporated for dealing in household goods, etc. Incorporators: J. Seth Hopkins, Joseph S. West, D. Clifford Mansfield, Robert Prescott Webb and Rignal W. Baldwin. The capital stock is $50,000.

Cottonwood, Idaho.—The Cottonwood Hardware and Implement Co., limited, has been incorporated with a capital stock of $1,700.

Council, Idaho.—John O. Peters has opened a new store and will carry a full stock of Hardware and furniture.

Dodgeville, Wis.—A new Hardware store is being opened, and will be conducted under the firm name of Eagan & Duffy.

Fitchburg, Mass.—Ralph C. Lawrence, until recently of the firm of A. B. Lawrence & Sons Co., has rented the store at 46 Main Street, and has opened a Hardware store there. He has a complete line of everything that goes with an up-to-date Hardware store. Mr. Lawrence has had five years' experience as a traveling salesman, as well as his store experience in the Hardware line.

Houston, Miss.—The Brand Hardware Co. commenced business on October 1. The firm carries furniture in addition to a general Hardware line.

Jefferson City, Tenn.—The Jefferson City Hardware Co. is a new firm that is opening up a store on Branner Avenue.

Lewisburg, Tenn.—The Lewisburg Buggy Company has sold its stock of vehicles to W. H. Hardison, Thomas Arthier and Joseph Fowler. The new firm will add a stock of Hardware to their vehicle stock.

Marion, Va.—The Marion Hardware Co. has been incorporated by C. M. Kabler, president; W. M. Weaver, treasurer and secretary; L. A. Weaver, director, all of Marion, Va. Capital stock, $5,000. The purpose for which this corporation is formed is the buying and selling of Hardware and general merchandise and conducting a general merchandise business.

McKeesport, Pa.—Mr. Gamble, of Lock No. 3, has opened a large Hardware store at the corner of Railroad and Market Streets.

Muncie, Ind.—The W. L. Little Hardware Co. has been incorporated to engage in a general Hardware business. The capital stock is $15,000. Following are the directors: W. L. Little, J. M. Kirby and L. S. Ganter.

Portville, N. Y.—C. F. Townsend has opened a new Hardware store.

Ruleville, Tenn.—The Ruleville Hardware Co. has been incorporated with a capital stock of $10,000. W. F. Wilson, A. C. Wilson, incorporators.

Saratoga Springs, N. Y.—A new Hardware firm has been established on Palmer Avenue. The members are Walter H. White and Frank Potter. Mr. White has been largely interested in lumbering. His partner, Frank Potter, of Glens Falls, has had twelve years practical experience with the Hardware and plumbing firm of G. E. Adams & Co. They are putting in a full line of stoves, Hardware and plumbing goods.

Scranton, Pa.—E. P. Mitchell and Timothy Burke, who for a number of years were connected with the Hardware firm of T. F. Leonard, have formed the Hardware firm of Mitchell & Burke, 116 Penn Avenue. The new firm carries a large line of heaters and ranges.

Scranton, Pa.—Frank Sutton has opened a Hardware store on Jackson Street, near Rebecca Avenue.

Scranton, Pa.—Ignatz Brown will open a large Hardware store and carry a full line of stoves.

Wichita, Kan.—Charles and Fred Smyth will open a wholesale Hardware house for which they will erect a building on Santa Fe Avenue. It is to be an up-to-date building in every particular; about four stories in height.

Youngstown, Ohio.—J. A. Kamerer will open a Hardware store in a short time Plumbing and plumbers' supplies will be a feature, in charge of Irvin Saul. Mr. Kamerer was once employed by the Packard Hardware Co. and is now a commercial traveler for a Youngstown firm.

Changes.

Bangor, Me.—The Hardware firm of Wright & Hall, on Church Street, has been dissolved.

Beaver, Pa.—Ackerman & Jepson will sell out their Hardware stock and leave town. The firm have a store in Titusville and will remove to that place in the near future and devote their whole time and interest to their business there.

Duquesne, Pa.—A. V. Workman has purchased the business and stock of the Kennedy Hardware Co. of West Grant Avenue.

Gasport, N. Y.—Frank Rinn has bought out French's interest in his Hardware store. Hereafter he will carry on the Hardware business alone.

Jackson, Miss.—T. McCleland Hardware Company is erecting a new three-story brick retail Hardware store, 60x150 feet. Besides the new structure the McCleland Company has warehouses with an aggregate floor space of about 50,000 feet. Since recently reorganizing the business, with a capital of $100,000, the house is doing quite a large jobbing trade.

Mascoutah, Ill.—E. C. Kammann, dealer in Hardware, stoves, tinware, paints, sporting goods, etc., has been succeeded by Hucke-Kammann Mercantile Co. The business has been removed to a newly erected and more spacious building, which will permit the carrying of a larger stock than heretofore.

New Bloomfield, Pa.—F. D. Parson retired from the Hardware business, having sold out his share to J. M. Gilliland. The firm will hereafter be known as Gilliland & Clouser.

Peoria, Ill.—Ed. and George Buehrig have purchased the Hardware store of J. M. Hail.

Prairie Depot, Ohio.—T. E. Frisbie, the Hardware dealer, has sold his stock to Brainard Wright and will retire from business.

Pulaski, N. Y.—An addition to the Hardware store of Potter Brothers is being erected, which, when completed, will be utilized as a store room.

Redding, Iowa.—J. K. Herron & Co. have purchased the Hardware and lumber business formerly conducted by F. R. Daily.

Schenectady, N. Y.—Clark Witbeck has bought the property at 416 State Street for the sum of $25,000, and will erect a large steel building as soon as the plans are completed.

Troupsburg, N. Y.—W. Griggs and E. H. Austin, Jr., have formed a partnership and will open a Hardware store.

Troy, N. Y.—Ladd & Wilkins, dealers in stoves and Hardware have dissolved partnership.

Washington, Iowa.—Wilson Hardware Co., has closed out its Hardware stock, and will hereafter devote its exclusive attention to the furnace and heating line.

Whitney Point, N. Y.—The Hardware stock of Tracy Glover, formerly of the firm of Nowlan & Glover, has been sold to a party in Ithaca.

Fires.

Fire on Sept. 25 at Burlington, Vt., caused $10,000 damage to the business block of Fred H. Wells, in the center of the city, occupied by Haggar Bros., Hardware; F. L. Taft & Co., druggists, and a barber shop. Cartridges exploding blew out the windows of the Hardware store. The concern were well insured.

Gebo, Mont.—On Sept. 16 there was a heavy loss on the store and lumber of the Holland Lumber and Hardware Co., with $15,000 insurance.

Halifax, N. S.—The firm of Black Bros. & Co. were burned out on Sept. 19, about three-fourths covered by insurance.

Janesville, Wis.—W. Purnell's Hardware store was damaged to a considerable extent by fire and water on Sept. 9.

McKeesport, Pa.—Fire broke out in the Weaver Hardware store in Monongahela avenue Sept. 9, and damage to the extent of $6,000 resulted. The most of the damage was done by water. The loss is fully covered by insurance. The interior of the building to the rear is only slightly damaged and can doubtless be repaired at a small expense. The most of the damage is to the stock.

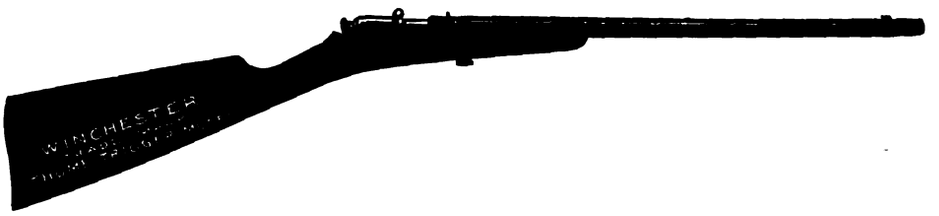
Miami, Fla.—Watson's Hardware store was totally destroyed by fire on Sept. 16. The property loss was more than $30,000. The origin of the fire is unknown.

Montreal, Can.—The buildings of the Canada Hardware Co., the Central Agency, which is the Canadian branch of the London Thread Trust, and Chaput Fils & Co., one of the largest wholesale grocery and liquor houses in Canada, were burned on Sept. 21. The loss is estimated at $750,000, partly covered by insurance.

Nevada, Mo.—Fire damaged the Hardware stock of Emmet Parish on the morning of Sept. 6.

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READY NOW
TWO NEW WINCHESTERS



Winchester Thumb Trigger, Single Shot, Bolt-Action Rifle.

A decided novelty. Trigger is located on upper side of grip at rear of bolt and is operated by downward pressure of thumb, obviating "pull-off" in firing. Weight 3 lbs. List Price $3.50, Ten rifles to a case.



Winchester Model 1904 Single Shot Rifle.

21-inch Heavy Round Barrel, Blued Steel Butt Plate, Finely Finished Schuetzen 13¼ inch Butt Stock. Weigh 4 lbs. List Price $6.00. Ten rifles to a case.

Both above are "Take Down" and have the bolt action that made the Winchester Model 1902 rifle famous and so widely imitated.

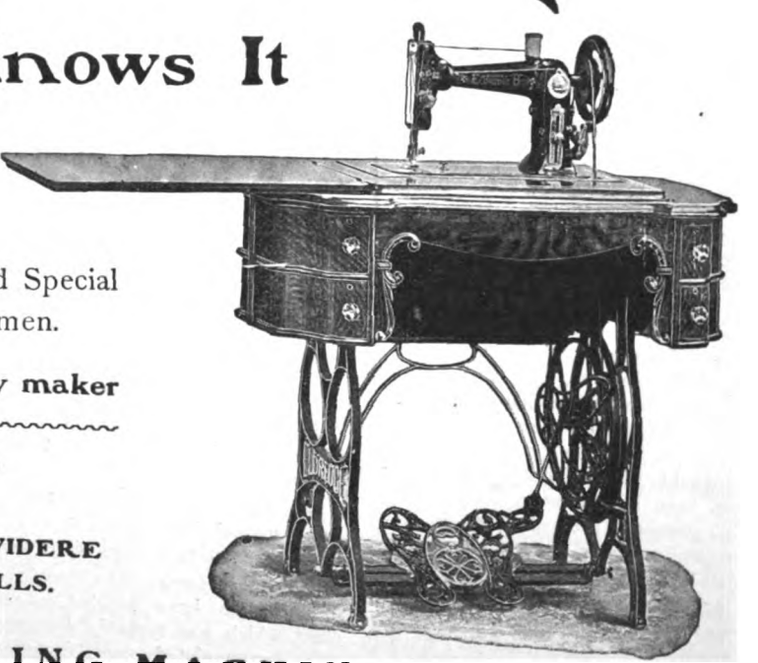
Send for Illustrated Detailed Description.

WINCHESTER REPEATING ARMS CO.,
NEW HAVEN, CONN.

"The Eldredge"

Everybody Knows It

and Respects It



We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

SEND FOR QUOTATIONS TO

"The Eldredge" BELVIDERE ILLS.

NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Baltimore, Md.—The Vulcan Manufacturing Company, for conducting the wire, wire novelty and Hardware business, has been incorporated by J. Hurst Purnell, Charles J. Carroll, Lyttleton B. Purnell, David M. Newbold, Jr. and Henry H. Hubner. The capital stock is $5,000.

Burrillville, R. I.—Ernest W. Tinkham, James P. Kearney and Michael J. Powell have incorporated the Alva Cutlery Company. The concern will make, buy, sell and deal in knives and cutlery, and the capital stock is $15,000.

Cincinnati, O.—The Burton Range Company has been incorporated by F. R. Lawson, W. C. Lawson, S. H. Burton and C. W. Smith; capital stock, $50,000.

Gallipolis, Ohio.—The Treasure Stove Co. has been incorporated by James A. Lupton, Thomas A. Thomas, A. L. Bradbury, A. C. Safford, and August F. Engel; capital stock, $25,000.

Middletown, N. Y.—The Chasse Manufacturing Co. has been incorporated to manufacture animal traps; capital $20,000; directors, Henry Schulthels, of Brooklyn; Albert Nugent, of New York City, and Raphael Chasse, of Middletown.

Nashville, Tenn.—The Turner, Day & Woolworth Handle Company, of Jefferson County, Ky., has been granted a license to do business in Tennessee. The company has a capital stock of $667,000. The incorporators are Charles D. Gates, C. F. Turner, B. W. Marr, Henry Glover and John Stites.

New Britain, Conn.—The North & Pheiffer Manufacturing Company has been incorporated with a capital stock of $50,000, to manufacture spring motors, screw corks and any other articles.

Newton, Iowa.—The Economy Manufacturing Co. has been incorporated. The capital is $25,000; formed by F. L. Maytag, W. A. Norton, and G. A. Smith. It will operate a factory to make cream separators and other farm machinery.

Peoria, Ill.—The Novelty Manufacturing Co., capital $25,000, has been incorporated by J. H Kochendorger, L. C. Reed, J. B. Kring, H. O. Orahood and J. W. Powers.

Petoskey, Mich.—M. C. Bracket, of the Bayview Northern Gas Company and M. S. Ward of the Kokomo, Ind., wire mills are promoting an enterprise that will doubtless result in a Petoskey wire and nail mill, capital valued at $100,000.

Springfield, Ohio.—The American Drill Co. has been incorporated, with a capital stock of $50,000. The company will manufacture and sell implement tools and engines, drills being the principal product.

Springfield, O.—The Consolidated Novelty Company has been incorporated by Wm. M. Mumm, H. A. Rhonemus, W. K. Tuttle, H. E. Romer, Howard Barba; capital stock, $10,000.

St. Louis, Mo.—The Brown Woodenware Manufacturing Co. has been incorporated by Samuel J. Brown, Julius O. Vogt, Adolph Krauss and Marcus A. Loevy, to do a general wholesale and retail Hardware and woodenware business; capital stock, full paid, $6,000.

St. Louis, Mo.—The Wernse Stove Co. has been incorporated; capital stock, $100,000; incorporators, Louis Wernse, Bela A. Kobler and Julien Zopff.

Syracuse, N. Y.—The Frazer & Jones Company has been reorganized. George S. Hier, who was one of the principal stockholders, sold his interest in the company to Hendrick S. Holden, Fred. Frazer, C. R. Jones and O. P. Letchworth, of Buffalo. At a recent meeting the following officers were elected: President, R. W. Jones; vice-president, Fred. Frazer; treasurer, Charles R. Jones; secretary, O. P. Letchworth. Those gentlemen, with H. S. Holden, constitute the Board of Trustees. The reorganization of the company has no significance other than it marks the retirement of Mr. Hier. No new buildings will be erected and the capital will not be increased. W. F. Pardee, who has been one of their traveling representatives for twenty years, has been appointed general sales agent.

Taunton, Mass.—The Standard Stove Lining Co. has been incorporated; capital, $14,000.

Toledo, Ohio.—The D. J. Marleas Company has been incorporated with $50,000 capital, by D. J. Marleau, David Marleau, Ada Marleau, Max Keimer and Fred. J. Marleau. They will make farm implements of all kinds.

Toronto, Ont.—The Eureka Refrigerator Co. has been incorporated; incorporators, Wilbert Hooey, W. H. Shapley and H. W. Shapley; capital, $10 000.

Washington, D. C.—The Hydro Oil Burner Co. has been incorporated; capital stock, $200,000; incorporators, George H. Corey, Eugene Schooley, and J. L. Cohencius.

Washington, D. C.—The Thistle Washing Machine Co. has been incorporated; capital stock $30.000; incorporators, E. W. McCormick, B. E. T. Kretschmann and E M. Freeman.

West Point, Miss.—Stock has been subscribed for the largest and most complete stove foundry in the entire South, to be located at West Point. The erection of buildings will be begun at once, and the plant put in operation at the earliest possible date. The company is composed of local and Northern capitalists. The output of the plant will be of the highest possible grade and will employ a small army of skilled laborers.

Changes.

Birmingham, Ala.—The J. C. Perry Co. has increased its capital stock from $1.000 to $2,000.

Columbus, Miss.—The Dodson Plow Co. has removed from Tennessee to this city, and are erecting a new plant here.

Davenport, Iowa.—The Simplex Washing Machine Co. have decided to rebuild the plant which was recently demaged by fire. The contemplated new factory will be 50x140 feet in size, with a boiler room 40x50 feet adjoining it, and will employ fifty men.

Elgin, Ill.—The Fauber Manufacturing Co, whose factory was recently entirely destroyed by fire, are immediately proceeding with arrangements for the manufacture of Fauber Hangers.

Hillsdale, Mich.—The Fleming Screen Works has been purchased and merged into the Hillsdale Screen Works by the latter concern.

Montpelier, Ind.—The Montpelier truck scale factory is to be sold to Toledo capitalists, who promise to double its capacity. The factory is now owned by W. B. Nimmons and L. B. Stevens, of Montpelier, and John W. Sale, of Fort Wayne.

Mt. Pleasant, Pa.—The Mount Pleasant Tool Co. has increased its capital stock from $25,000 to $50,000. Extensive improvements will follow, doubling the present output of its local shovel plant.

New Bremen, Ohio.—The name of the A. H.. May Implement Co. has been changed to the Farmers' Implement Co. Jacob Gritznalof is president, and A. C. Buss secretary.

New Britain, Conn.—The New Britain Hardware Co. is to vacate the plant which it has sold to the Landers, Frary & Clark Manufacturing Co., and will move its business to the New Britain Machine Co.'s shop, where it has leased a space. The Landers, Frary & Clark Co. is having the Hardware factory fixed up ready for occupancy.

New Castle, Pa.—The New Castle Forge and Bolt Co., which in the last two years has erected extensive factories for the manufacture of bolts, rivets, nuts, car forgings and chain, is now receiving bids on a complete rolling mill plant, consisting of a 12-inch mill, muck mill, puddling and scrap furnaces.

Reading, Pa.—The Reading Metallic Screw Co. has been dissolved.

Sidney, Ohio.—The Buckeye Churn Co. has increased its capital from $75,000 to $100,000.

Southington, Conn.—The Southington Cutlery Co. have reduced their capital stock from $300,000 to $150,000.

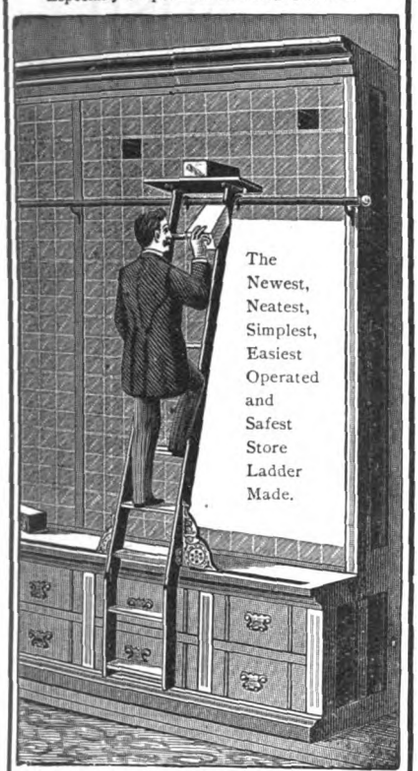
Syracuse, N. Y.—Work has been begun on the erection of a 50 by 110-foot, two-story brick addition to the factory of the Syracuse Stove Works in North Geddes Street. The addition will be finished in about a month. A large increase in the business lately necessitates the enlargement of the plant.

Waterloo, Iowa.—The Cunningham Stove Works will remove from Quincy, Ill., to Waterloo, Iowa. A fine, new, three-story building will be erected at once.

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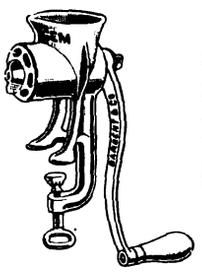
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
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Fill out the Coupon and mail it to us. The book is worth reading

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Gentlemen:—Please send your 1904 Descriptive-Suggestive Pamphlet, with description of Sargent's Gem Food Chopper and methods of advertising to

Our Jobbers are .....

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BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

BEAUTY IS ONLY RUST DEEP
IN HINGES



But quality such as we put in the material and construction of our hinges makes them last for years.

For hinges that stand wear, tear and weather we call your special attention to

THE ARCADE SPRING HINGES
Numbers 102, 70 and 7



The Arcade No. 102
Non-Hold-Back Screen Door Hinge
Reliable, neat looking, simple, strong and durable. Warranted to give entire satisfaction.

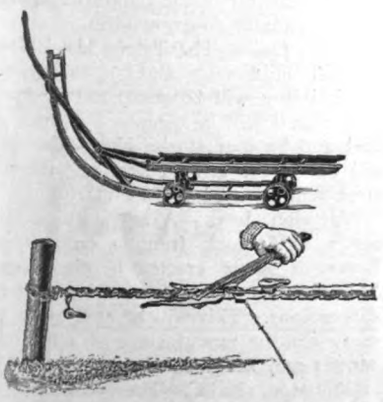
The Arcade No. 7
Designed to give absolutely free action of the spring, holding door open or closed as desired. The spring is constructed of the best oil tempered steel wire.
Fully warranted.

The A. C. No. 70.
A New All Steel Hold Back Screen Door Hinge.
These hinges are made of special rolled sheet steel, No. 14 gauge. They have been thoroughly tested and will handle screen doors better than the cast iron hinge. No danger of breakage. The hinge is so constructed as to prevent a dead center and will hold door firmly closed. Finished in black Japan.

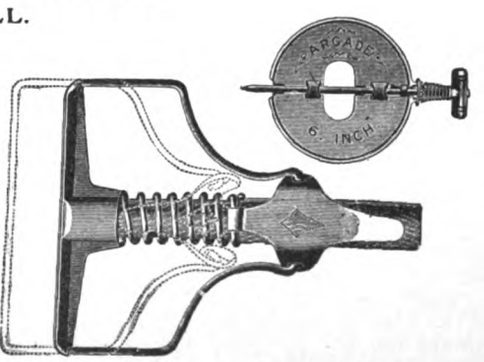
We also manufacture the Baltzly Steel Stove Truck, Elwood Pattern Wire Stretcher, Gem Mop Heads and the Arcade Stove Pipe Damper, and fully Guarantee them in every particular.

You need our Catalog of over 223 different Hardware Specialties.
It's yours for the asking.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.— The Johnson-Dukehart Co. has been incorporated for dealing in netting, tackle and other fishing supplies, by William T. Ingham, Joseph D. Chesney, Joseph B. Casey, Dukehart Chesney and John P. Horsey. The capital stock is $25,000.

Brooklyn, N. Y.—The Automobile Supply Manufacturing Co. has been incorporated. Capital, $15,000. Directors, Salvatores Salvine, New York; Errico Pascucci and Louis Rubes, of Brooklyn.

Buffalo, N. Y.—The Neal, Clark, Neal Co. has been incorporated to manufacture Bicycles, etc. Capital stock, $7,500. Incorporators, O. L. Neal, H. B. Clark and B. E. Neal, of New York.

Cleveland, Ohio.—A two-story brick building is being erected by J. A. Sucker at the corner of Wilmarr and Superior Streets, where he will manufacture and sell Bicycles.

Detroit, Mich.—The Ford Motor Co. has established a Canadian factory at Walkerville, Can. Although the Canadian business is a separate company, the officers are the same as the Detroit company.

Detroit, Mich.—The Reid Manufacturing Co. has been reincorporated as The Wolverine Motor Car Co., $100,000 capital.

Hamilton, Ohio.—The Smyers Arms and Sporting Goods Co., is the name of a new firm which has been established in Hamilton. James P. Smyers is manager of the new house, which has been opened up at 37 High Street. A full and up-to-date line of all kinds of sporting goods will be carried and the stock is now in place.

Los Angeles, Cal.—The Chanslor & Lyon Supply Co, 930 S. Main Street, a new concern, is the first and only auto supply concern in Southern California.

Los Angeles, Cal.—The Williams Rubber Co. has been reorganized as the Harrison-Williams Rubber Co., and will occupy the building at 116-118 East Ninth Street.

New York, N. Y.—The E. J. Willis Co. have opened a Garage and retail salesroom at 17 Park Place, running through to 14 Murray Street.

St. Louis, Mo.—A. L. Dyke has sold his interest in the A. L. Dyke Automobile Supply Co., and has started anew in the same line at 311 Pine Street, under the style of Dr. A. L. Dyke.

Changes.

Addison, N. Y.—The Reliance Motor Cycle Co. has moved to Owego, N. Y.

Amesbury, Mass.—Gray & Davis, the lamp manufacturers, are building an addition to their factory, 50x100 feet, three stories high.

Atlantic City, N. J.—Abandoning its original purpose to enlarge its large plant on South Carolina Avenue, South, the Currie Hardware Co. has purchased the former site of the Mountain House on North Carolina Avenue, below Atlantic, and will erect a $50,000 building there to be devoted to the building of gasoline engines and the repairing of power vehicles.

Beloit, Mich.—The Goddard & Allen Co., manufacturers of bicycles, have moved to Rockford, Ill.

Bridgeport, Conn.—The bit and bicycle pedal departments of the Bridgeport Gun Implement Co. have been sold to various Torrington manufacturing concerns, and the transfer of these departments will shortly take place. The pedal department involves a considerable amount of the business of the firm, while the bit department is not so large.

Chicago, Ill.—The Chicago Handle Bar Co. has moved from 315 Fifth Avenue to Shelby, Ohio.

Chicopee Falls, Mass.—The Fisk Rubber Co. will establish a new branch in Chicago, Ill., under the management of Frank C. Riggs. The new branch will handle all business west of Buffalo.

Cleveland, Ohio.—The American Ball-Bearing Co. will erect a $23,000 addition to its factory on Seward Street, near Lake Street.

Cleveland, Ohio.—The Winton Motor Carriage Co. has further expanded by establishing a European branch house at 48 Holburn Viaduct, London, E. C., England, of which William L. Duck is manager. This branch will carry in stock a full line of Winton cars and parts.

Columbus, Ohio.—The Eclipse Machine Co., 955 High Street, has changed its name to the Eclipse Automobile Co.

Fort Wayne, Ind.—The Meyer Automobile Co., formerly the Meyer Cycle Co., has increased its capital stock from $5,000 to $15,000.

Grand Rapids, Mich.—The Matheson Motor Car Co. have moved their headquarters to 37 State Street, Detroit, Mich.

Holyoke, Mass.—Frank F. Matheson, treasurer of the Matheson Motor Car Co., Ltd., and his brother, Charles Matheson, are in Detroit looking after the arrangements for the removal of their works to Detroit, which will be done as soon as the building is erected.

Kenosha, Wis.—Owing to the very large increase in the sales of Solar Motor Lamps, The Badger Brass Manufacturing Co. will erect a new plant, which will be 360 feet long and 90 feet wide, and of the very latest mill construction. The company will be in a position to guarantee prompt deliveries on all contracts and orders for 1905. The new factory will be completed and running within sixty days. In the meantime, the company will continue manufacturing in their old plant.

Kenosha, Wis.—Thos. B. Jeffrey & Co., makers of Rambler automobiles, have opened a branch salesroom at 240 N. Broad Street, Philadelphia. It is under the management of W. F. Smith.

Lansing, Mich.—The Peerless Motor Co. are erecting a new plant on Turner Street.

Long Island City, L. I.—The Vehicle Equipment Co. are erecting a new automobile factory, the old factory being destroyed by fire. The ground purchased for the new factory covers two city blocks, each 500 feet square. The first building to be erected will be 500 feet long by 200 feet wide.

Macon, Ga.—The Century Cycle Co. has been absorbed by the Berkshire Cycle Co.

Muncie, Ind.—The Warner Gear Co. have just completed their new factory, equipped with the latest automatic machinery, electrically driven, tripling their former plant and having a capacity of upwards of 100 differential gears per day.

New York, N. Y.—The Richard Brasier Automobile agency has moved from 140 West Thirty-tighth Street to 141 West Fifty-fifth Street.

New York, N. Y.—William T. Rainey has sold his interest in the American Automobile Storage Co. to his partners, R. M. Owen and Roy A. Rainey.

Philadelphia, Pa.—The B. F. Goodrich Co. have moved their Philadelphia branch from 922 Arch Street to 909 Arch Street.

Sanford, Me.—The Automobile and Power Co. has been dissolved.

Topeka, Kan.—L. W. Wyman has purchased the interest of his partners in the Topeka Automobile and Cycle Co.

MANUFACTURERS' RECORD.

(Continued.)

South Pittsburg, Tenn.—The H. Wetter Manufacturing Co. are erecting a new stove plant on the block south of their main wareroom. It is to be 56x120 feet. The building will cost about $25,000 and the machinery and equipment about $5,000 additional. The company hopes to get this new plant in operation by the first of the year. It will give employment to about 125 skilled workmen. This plant will be devoted to the manufacture of cheap stoves.

Springfield, Ohio.—Charles L. and Louis Bauer, formerly of the International Harvester Co., and William Bauer, of the P. P. Mast Co., have purchased the interest of President R. H. Foos, of The Foos Manufacturing Co. Mr. Foos has decided to retire from business for the present. The company will be reorganized at once, Charles L. Bauer becoming president, and Louis Bauer accepting an important place in the management. William Bauer, while taking an interest in the management of the plant, will not for the present sever his connection with the Mast company. The plant of the Foos Manufacturing Co., which is located at Burt Street and Sheridan Avenue, manufactures an extensive line of corn harvesters and shellers, grinding and crushing machinery and portable forges. W. F. Foos is treasurer of the company, and William Copenhafer superintendent.

Toledo, Ohio.—The Toledo Metal Wheel Co. will build a big addition to its plant. The building will be 50x60 feet in dimensions and it will be composed of brick and steel and be four stories high. The offices will be on the ground floor and the other three will be used for manufacturing.

Waterloo, Iowa.—A new factory, covering a half block fronting on the Cedar River, is being erected by the Cascaden Manufacturing Co., to be 140x140 feet in dimensions. This will be used by the company for the manufacture of a full line of stoves and ranges.

Winston, N. C.—The Winston Handle Co. has decided to build a factory at Fairview.

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THE NEW

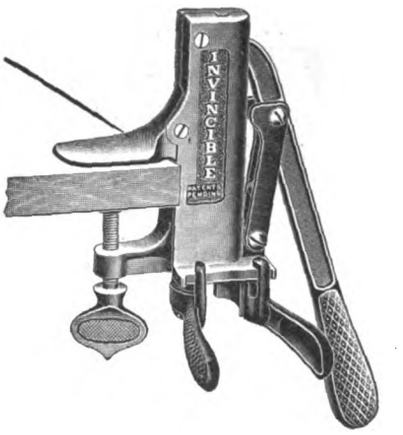
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



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BEST BAR PULLER MADE



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
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Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Agency Wanted.

J. V. WILLIAMS, Manufacturers' Agent, El Paso, Texas, desires to represent manufacturers of mine, smelter and builders' supplies in New Mexico, Arizona and Mexico.

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

WANTED—Exclusive line of goods or specialty—must be strictly high class and fit cutlery specialty. Have every facility to finance and market extensively all over the world, excellent New York office, six domestic travelling men. Address "Z. A." care of HARDWARE.

Dissolution.

DISSOLUTION—William L. Blumberg and William Goldenblum composing the co-partnership of W. L. Blumberg & Co., doing business at 100 Chambers st., New York, announce the dissolution of said co-partnership.

Situation Wanted.

STENOGRAPHER AND TYPEWRITER desires position in New York City; willing to start at reasonable salary with prospects of increase. Reference, Hardware Publishing Co. Address "Miss M," care of HARDWARE.

Wanted.

WANTED—Sheet metal patented articles to manufacture on royalty or buy outright. Address "Sheet Metal," 115 Third St., Middletown, O.

Salesman Wanted.

WANTED—Salesmen of experience and acquaintance with trade and territory, to sell our line of whips either exclusively, or in connection with one other good line of goods. Samples comprise a selection of all "live sellers" from the strongest line in America and can be carried in case weighing thirty pounds. The most attractive and best proposition going for energetic salesmen. Liberal commission and exclusive territory. Address Box No. 327, Westfield, Mass.

WANTED—Experienced salesman, for Southern and Eastern States and Canada. Address, for particulars, The Cincinnati Tool Co., Station "H," Cincinnati, Ohio.

WANTED—A young man as assistant stock clerk in a Hardware store. Address "Axiom," care HARDWARE.

Agents Wanted,

THE PUBLISHERS OF HARDWARE want Agents everywhere to solicit subscriptions. We pay liberal commission and in many ways assist our representatives in getting business.

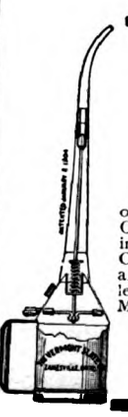
For Sale.

50 new cold weld seamless steel pressure tanks (20 gallons capacity, tested to 200 lbs) each complete with double acting liquid or air pump, valves and pressure gauge; guaranteed to be in perfect condition—never used; cost each $25; will sell the lot $12 each. Address "A. P." HARDWARE.



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THE
VERMONT
SAFETY
OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO.
Zanesville, Ohio.

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GET OUR PRICES BEFORE ORDERING

TRUNK, BOX AND DOOR HINGES.
BRASS GOODS MANFG. CO.
Cor. Union and Nevins Sts., BROOKLYN, N. Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.



KELLY R. F. D. MAIL BOXES

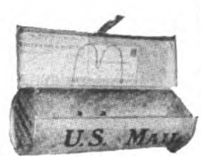
More than meet the requirements demanded by the Post Master General. Each box is extra large, doubly strong and equipped with receptacle for outgoing mail. THEY COST NO MORE THAN THE ORDINARY KIND.

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KELLY FOUNDRY & MACHINE CO.
GOSHEN, IND., U. S. A.

Manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low Wagon Wheels, Etc.

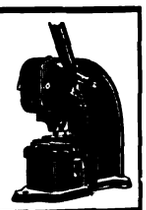
CATALOGS AND PRICES FREE ON REQUEST.



Federal Bench Punch

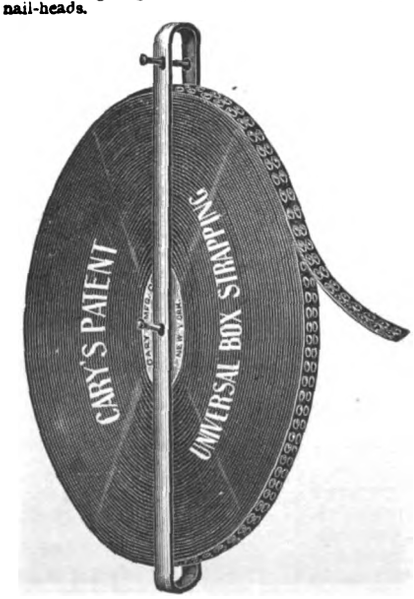
10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ¼ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Parquhar Co.,
131 Congress Street,
Boston, U. S. A.



CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



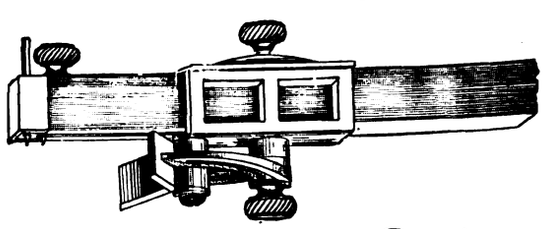
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

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Out of Date Tools
Do not satisfy Up-to-Date Mechanics.

That's exactly the reason why discriminating mechanics are perfectly delighted with

Winslow's Adjustable



Face Marking Gauge

It's up-to-date in every respect. Most handy. Saves time and money. Gauges most any irregular surface.

Let's give you further particulars about prices.

We have superior facilities for turning out light metal stampings, novelties and light machinery.

Mossberg Wrench Co.
Central Falls, R. I.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 84@ 85c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.50 to $1.60.

CARTRIDGES—

Blank Cartridges:
38 C. F., $5 50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal., Rim, $2 75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, Band larger, per 25 lb. bag. 1.85
Buck 25 lb bag.....1.85
Chilled, 25 lb bag.....1.85
Dust Shot, 25 lb bag.....2 25

GUN WADS—M 1000—

B. E., 11 up.....$ 60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....90
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools.	M dos.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: M gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, M lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 90 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable..$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, M doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond M doz. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch M doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, M dos. $7.50; No. 20, M dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls.. Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00.....33⅓%
Stanley's Excelsior, No. 1 $7.50; No. 2, $4.00; No. 3, $5.50...30&10%

Axes—

First quality, best brands..$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks } 50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc....33⅓&5
Broad and Bb'l.....33⅓%
Boy's Axes and Hatchets...33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " ".....25 "
10 " firkins (6 in case).....$1.20 "
25 " ".....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls, 375 400 lb " } .08½lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....50%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 20

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....75@80
Tinned, each, $10 50.....85@90

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@42%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....90%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched....45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10¼c
Standard Manila	11¼c
Manila	12½c
Pure Manila	13¼c

Bit Holders—

Angular.....45%
Extension:
Barber's, M doz. $15.00.....45&5%
Ives' M doz. $20 00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, M dos. $3.00.....33⅓%
Excelsior M dos. $10.00...50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity M gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hartz' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vine Sheaves.....60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lance:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@80%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list. 50&10%@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..80%&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.75½%
Bay State, Fluted.....75½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....75½@75½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....65&10%
Stove.....85@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....80@80%
Stearns.....40%

Borers, Tap—

Enterprise.....80@85%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 8.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls		7.50 15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss ..... 60&10%

Boxes, Mail.
Heller's ..... 40&5%

Box Scrapers—
Bradley's 20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,". ..... 20&10&10&10
Standard Metal Strap Co's:
Eclipse ..... 20&10&10&5%

Braces—
Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 109@114½ ..... 50&10%
No. 209@214½ ..... 50&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets—
Brackets, Griffin's Folding ..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases ..... 80&10&10%
Bradley's In broken cases ..... 80&10%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list ..... 40&10 @80&5%

Bracket Saw Frames—
Millers Falls Co. ..... 25&10%

Bracket Sets—
Millers Falls Co. ..... 33⅓&10

Box Hooks.
Humason & Beckley's ..... 60&10&10%

Box Openers.
Humason's ..... ₱ doz. net $5.00
Bemis & Call's 65%

Bright Wire Goods—
Standard List, June 24, 1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s 80%
Rea's 2¼ in. net, per do $1.50
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches—
Humason & Beckley's, ₱ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks. 33⅓&40%
L. & I. J. White 30%
Plumbs 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star ..... 15@15&10%
C. E. Jennings & Co. ..... 25&10%

Butter and Cheese Triers—
Ordinary Black Handle 35%
Humason & Beckley's 40%

Butt and Rabbet Gauges—
Stanley's ..... 25&10%

Butts -
BRASS—
Wrought Brass, list Sept. '96 ..... 20@30% &5%
CAST IRON—
Fast Joint, Broad ..... 50@50&10%
Fast Joint, Narrow ..... 50@60&10%
Loose Joint ..... 70@70&10%
Loose Joint, Japanned ..... 70@70&10%
Loose Joint, Jap. with Acorns ..... 70@70&10%
Loose Pin ..... 70@70&10%
Mayer's Hinges ..... 70@70&10%
Parliament Butts ..... 70@70&10%
WROUGHT STEEL—
Table and Back Flaps 75%
Narrow and Broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip ..... 80&20%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call;
Wing 60%
Double 65%
Inside and outside 65%
Straight Leg 65%
Call's Pattern Inside 55%

Can Openers—
American ..... ₱ gross, $1.75@$2.00
Goodell's Acme ..... ₱ gross, 6.00
Hopper's ..... ₱ gross, 15.00
No. 5, Iron Handle ..₱ gross, $2.00@2.25
Phoenix ..... 4 %
Sardine Scissors ..... 75&10%
Sardine Scissors, Forged Steel ..... ₱ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50 ..... 75&10%
Universal, ₱ doz., $4.00 ..... 50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed ..... 70@70&10%
French or Phila. Iron Wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders—
Humason, Beckley & Co.'s 70%
Sargent's ..... 70&10%
Weltons ..... 70&10%

Chain—
American Coil and Halter Chains:
"American" ..... 40@40&t&g
"Niagara" ..... 45@50&5%
"Eureka" ..... 45@50&t&g
"Triumph" 40%
"Brown" ..... 50&5%
"Perfection" 60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain ....
Covert Mfg. Co., Halter Chain ....
Covert Mfg. Co., Heel Chain ....
Covert Mfg. Co., Rein Chain ....
Covert Mfg. Co., Stallion Chain ....
} 40% & 2%
Galvanized Pump Chain ..... 4½@4¾c
German Coil, list July 24, '97 ..... 60&10@ 60&10&10%
German Halter Chain, list July 24, '97 ..... 60, 10&10%
Jack Chain, Iron ..... 60&10@60&10&5%
Jack Chain, Brass ..60&10@60,&10&10%
Oneida Wire Dog Chains ..... 45@50&5%
Trace, Wagon and Fancy Chains: New List ..... 60@60&10%
Bridgeport. Trace chains 65%
Stake " 65%
Heel " 30%

COW TIES—
American ..... 45@50%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton ..... 45%&2%
Hemp ..... 45%&2%
Jute ..... 40&5%&5%
Sisal 30%

Chain Guards—
Aluminum S. & N. Co. 50

Carpet Stretchers—
Montross' "Excelsior," ..₱ dos., $6.00 ..... 30%
Bullard's 33⅓%
Cast Iron Steel Points ..... ₱ doz. 80c
Socket ..... ₱ doz., $1.75@$2.00

Carpet Sweepers— ₱ doz.
National Sweeper Co., Marion, Ind.
Marion Roller Bearing Regular finishes, full Nickel $24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings ... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—
Enterprise ..... 35@30%
Goodell's Family ..... net ₱ doz. $5.00

Chisel and File Handles
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes ..... 70%@70&10
L. & I. J. White ..... 30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co. ..65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers' ..... $4.75@$5.00 to £
C. E. Jennings & Co 20%
Jennings & Griffin Mfg. Co.
Tanged Chisels ..... 30&10%
Tanged Gouges ..... 40&10%
Tanged Firmers' ..... 40%&10%
Tanged Gouges 40%
L. & I. J. White, ... 25&5%
COLD CHISELS—
Good quality, ₱ lb. ..... 13@16c
Snell's Best C. S. ..... 50&10%
Cronk's 50%

Cleaners, Sidewalk— ₱ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago ..... Each 8.75 15%
1902 Chicago ..... Each 10.75 15%
Twentieth Century ... Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side ..... 5&10@60%
Enterprise Mfg. Co. ..... 25@30
Lane Bro's Co 30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers 40%
Bemis & Call Co.'s:
Compasses 50%
Dividers 65%
Compasses, Calipers, Dividers, 70@75&10%
Stevens' "Ideal" ..... 25&10%
Stevens' "Leader" ..... 25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers 25%
Rivet Sets 30%
Cold Chisels ..... 30&5%
Punches 15%
Vises 15%
Inshaves 30%
Barton's ..... 30@30&5%
L. & I. J. White ..... 30@30&5%
Sandusky Tool Co. ..... 25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co 33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson ..... ₱ doz $10.00

Corn Hooks— ₱ doz
Kretsinger Cut Easy ..... $8.00 net

Corn Knives and Cutters—
Bradley's ..... net
Wadsworth's ..... net $1.80

Countersinks—
Mayhew's Diamond ..... 40@45%
Smith's 25%
Snell's 40%
Wheeler's Patent ..... 50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List 30%
Dixons: ₱ gro.
Eclipse ..... 7 in. $3.75 9 in. $4.25
Emerald 5.00
Oriole 5.00
Rainbow 3.12
Solid 7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's 40%
The Metal Stamping Co. Ideal, ..30&10%
Perfect 40%
Rubber, ₱ doz. $7.50 ..... 20&10%
Southington Cutlery Co.'s ..... 25&10%

Cutlery—
Fosters, Pocket 30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt ..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ..... 33⅓@40%
Columbia ..... 50&10%
Eclipse ..... 60@60&10%
Home ..... 50&10
Ogden's ..... 33⅓@40%
Pullman's Screen ... ₱ doz. net $4.50

Door Holders—
Empire 50%

Door Springs—
Gem (Coil), list Oct. '96. ..... 20%
Pullman, Perfect 30%
Pullman, Coil 30%
Star (Coil), list Oct. '96 ..... 30%
Torrey's Rod, 39 in. ₱ doz., net ... $1.25
" " 48 in. " " ... 1.50
Victor, Coil ..... 50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs ..... 40&10%

Drain Cleaners—
Iwan's Adjustable 35%
Iwan's Stationary ..... 40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list ..... 75&10%
Sargent's List 60

Drawing Knives—
Standard Makes ..... 70@70&10%
Adjustable Handle ..... 25@25&10%
Bradley's ..... 40&5%
Jennings & Griffin ..... 65&2&10%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 30&5@2%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths' 60%
Breast, Goodell's ..... 25@30%
Breast, Millers Falls, each $3.00. 15&10%
Stearns' Bench 30%
Hand, Goodell's ..... 30&10%
Whitney's Hand Drill, No. 1. $10.00
Adjustable No. 10, $12.00 ..... 33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg 30%
Enterprise Mfg. Co. ..... 35@30%

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Egg Heaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.. .....$6 50
No. 100 Improved Dover.....$7.00
No. 108 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No 150 Imp'd Dover Hotel T'd $17.00
No. 200 Imp'd Dover Tumbler $8.50
No. 202 Imp'd Dover Tumble Td $9.50
No. 800 Improved Dover Mammoth, ₩ doz $250

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Pope.....3.00
Wilkinson's .....$3.00 net
Westerholm's.....$3.25

Faucets—

Frary's Iron Petroleum .....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined .....50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lance .....$40.10.&2½

Files—

DOMESTIC—

New List, Nov 1, 1899.
American .....75&5%
Arcade .....75&5%
J. Barton Smith.....75&5%
Disston's.....75%
Disston's Superfine 50%
Eagle 75%
Great Western .....75&5%
Kearney & Foot .....75&5%
McClellan.....75&5%
Nicholson .....70&10%
Nicholson's X. F. Files .....30@30&10%
Royal .....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Pulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78.00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield .....₩ doz. 2.00

Fish Scalers—

Dovert's Saddlery Works:
Great American..... 60&20%

Forks—

Genevs:
Two-Tine Hay and Boy ....50&10&5%
Three Tine Hay and Boy.....60&5%
Sanford Pattern, Two and Three Tines .....50&10&5%
Four-Tine Hay.....66⅔%
Long Three Tine, Grain, &c... 65%
Long Four-Tine Header, &c.....65%
Alfalfa, Deep Dish Header 65%
Three-Tine Baler.....65%
Four-Tine Baler 65%
Barley and Grain.....60&20%
Champion Hay.....66⅔%
Champion Manure .....60&15&2½%
Champion Header.....65%
Four Tine Manure.....60&15&2½%
Five and Six Tine Manure 66⅔&2½%
Spading Forks.....70&2½%
Potato Digging.....60&10%
Baling Press.....60&12½%
Stable and Fish.....50&10&

HEAVY FORKS—

Vegetable Scoop .....
Sugar Beet.....
Barn.....
Sluice .....
Cotton Seed.....
Coal and Coke.....
Stone.....
Tanners'.....
Shaving.....
Oyster.....
} 40&10%

Fruit, Wine and Jelly Presses.

Enterprise .....30@25%

Fry Pans—

Standard List.....70&10

No....	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.....		5	6	7	8
₩ dos.	.....$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.. .....50%
Clapboard .....25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50& 10&10%
Stanley's..... 20@30&10&10%
Starrett's Surface, Center and Scratch .....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr...$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid .....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise .....25@20%

Graphite, Lubricating.

Dixon's Pure Flake
632- 1 lb. cans,.....20 cts. ea.
633- 5 " screw top tin cans, 85 cts. ea.
634- 10 " " " $1.60 "
644- 25 " boxes,..... 15 cts. lb
645- 50 " " ..... 14½ cts. lb
646-100 " kegs,..... 14 cts. lb.
647-350 " barrels,..... 12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters .....40&5%
Sisal Rope 20%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's..... 33⅓&5&40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... ⅓&7½%
Engineers' and B. S. Hand, 50&10&5%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 ℔ 50c ℔....
3 to 5 ℔ 40c ℔.. ....
Over 5 ℔ 30c ℔ .....
} ... 75@75&10%

Wilkinson's Smiths.....9½c@10c ₩ ℔

Hammock Ropes—

Covert Mfg. Co.:
Jute .....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's..... .... ₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted .....₩ gr. $2.75@3.00
Auger, large .....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 3½..... .....40%
Axe, Pick, etc .....50@5 &10
Bliss Mfg. Co.
Chisel.....
Brad Awl .....
File.....
Auger.....
Soldering Iron .....
} 25@33⅓%
Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted .....₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,..... 50%
Hoe, Rake and Fork ..... 50&10
Rollis Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane .....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins .....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern..... .....60&10%
New England.....66⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin.....25%
Lane's Covered..... .....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lane's:
Standard .....50&10&10&5
Special..... .....50&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 12.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50..... .. 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&1
Myers' Stay-on .....50&
Wilcox's New Century.....50&10&

Hangers, Garment.

Pullman's..... .....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard.....net, $3.35
Ball Bearing 4.15
New Model..... ..... 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4388, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each..... ..... 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each..... ..... 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's..... .....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin..... .....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track..... $7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7.00
Comb. Car, Wood Track 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable..... 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track 12.00

Double Rail Steel Track, complete with clamps.....₩ ft.....
Single Rail Steel Track complete with clamps. ..... ₩ ft. .30
D. H. Fork Steel Regular. .each, 1.60
Nellis Fork..... each, 3.00
Double Grapple Fork . .each, 7.00
Sprout's Shear Fork, each $1.50
Walker Fork, each 2.50
Common 6 in. Wood Sheave Pulley, Fig. 483..... ₩ doz. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ₩ doz. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 485 .. ₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676. ..... ₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434 .....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₩ doz 3.50
Floor Pulley, Wood Sheave, Fig. 486..... ₩ doz. 4.50
Hanging Hooks for Double Steel Track..... ₩ doz. 1.40
Hanging Hooks for Single Steel Track ..... ₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in..... ₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ doz. 1.30
Floor Hooks ¾ in ..... ₩ doz 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch.....₩ doz. 3 20
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.50
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz. net$10
Auburn Straw..... .....40&10%
Weymouth, Pat..... ....65&5%
Wadsworth's..... 40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ ℔, 8½c. / 14 to 20 in., ₩ ℔, 8½c. / 22 to 36 in., ₩ ℔, 8c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges.....80&5%
Heavy Strap Hinges... 80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges..... 75&5%
Extra Heavy T Hinges .....80&20%
Hinge Hasps 70%
Corrugated HeavyStrap 80&20&10%
Corrugated Ex. Heavy T ....80&20%
} Extra@ 10&10&5

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges.....40%
Bommer B. B. Floor Hinges. 40%
Bardsley's Patent Checking 15%
Chicago Spring Butt Co.:
Chicago Spring Butts..... 25%
Triple End Spring Butts 50%
Chicago Ball Bearing Floor Hinge 50%
Garden City Fire Engine House Hinge 25%
Chicago Saloon Door Hinge 25%
Niles Manuf'g Co 30%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E., ₩ dos. $7.80..... ....
N. E., Reversible, ₩ doz. $5.60.....
N. Y. State, ₩ doz. $4.90 . .....
Western, ₩ dos. $4.50.. . .....

BLIND HINGES—

Parker..... 70&10%
Sargent's, Nos. 1, 2, 3, 11. 12.....70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₩ dos. sets .50&10%

Hitching Cords—

Covert Mfg. Co..... ..... 45&2%
" " " ....
Hitchers Stall..... 35%

Hoes—

Columbian, Field and Washington Co ..... 70&10%
Meadow and Rhode Island..... 55%
Ladies', Boys' and Toy..... 70&12½%
Onion, Turnip and Nursery..66⅔&12½%
Street and Mortar..... 70&10&1
Blackland or Southern Meadow..75&0%
Geneva Planters'..... 75&12 5%
Straight Shank Planters... 75&10&7½%
Mississippi Planters'.. .....75&10&7½%
Geneva Cotton..... 70&10&1½%
Ladies' Cotton..... 75&7½%
Cotton Chopper..... 75&12½%
Rough and Ready Cotton..... 75&10%
Weeding Hoes..... 66⅔&1s
Turf Edgers..... 50&01

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Hollow Augers—
See Augers and Bits.

Hollow Ware—
ENAMELED—
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....50&20%
Blue and White Ware.....60&15%
All White Ware.....50&20%
Regal Steel Ware.....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%
STOVE HOLLOW WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2 50
WHITE ENAMELED WARE—
Maslin Kettles.....70%
Tinned Boilers and Saucepans.....40%
Enameled " " " 50%
SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—
AGRICULTURAL—
Geneva:
Potato Hooks.....60&15%
Manure Hooks.....60&15%
Stone, Hop and Clam.....60&10%
BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%
CAST IRON—
Ceiling, Sargent's list.....50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat.....60&10@70%
Wardrobe.....60&10@60&10&10%
WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
Enterprise.....40%
Hamason & Beckley, New List..85&10%
WIRE—
Atlas, New List, Single cases..70%
Ten case lots.....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%
MISCELLANEOUS—
Belt.....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....80%
Grass, Wadsworth's.....60%
Crenke Grass.....₩ doz. $3 00
Hooks and Eyes -Brass.....60&10&10%
Hooks and Eyes -Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A C.		26c	22c	20c	21c	21c	40&5%
American, all sizes....							5½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40% @40&5
	Nos	6	7	8	9	10	
Ausable		26c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40&10@50%
Clinton Fin		19c	17c	16c	15c	14c	80&10%
Essex		28c	26c	25c	24c	23c	40&10@60%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							13c
Northwestern		26c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓&5%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							9c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg...$4 00
Steel, per keg.....3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....40&5&5%
Sisal.....30%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50&5%
Niagara.....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00 25@30%
No. 34. ₩ doz. 15 00 25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....30%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones.....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone.....$1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base.....10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr.....$1.15@1.25
Door Mineral.....65@70c
Door Por. Jap'd.....70@75c
Door Por. Nickel.....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door.....Net, $3.00

Lawn Mowers—
Champion.....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel.....70&10&5%
Drexel, low list.....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise.....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kohler's:
Daisy.....net, per dozen $7.50
Mystic.....6.00
Rainmaker.....4.80
Dew Drop.....1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co.....$85.00

Leaders, Cattle—
Covert Mfg. Co.....35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....40&5&5%
Sisal.....30&5%

Lead Pipe, Etc. ₩ lb
Bar Lead.....5½@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.....5to5¼
Lead Pipe, Tin Lined.....12½c
Sheet Lead, full rolls.....6½c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40.....10%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star.....₩ doz. $1.90@2.00
Little Giant.....50@50&5%
Porc. Lined, Iron.....₩ doz. $1.75
Porc. Lined, Wood.....₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6 25@6.50.

Letter Box Plates—
Sargent's.....50@50 &10%

Levels—
C. E. Jennings & Co.'s:
Hexagon.....2 &10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00.....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot.....20%
Masons':
Colored Cotton.....20&10%
Flax.....40&10%
No. 0 to 5.....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50.....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4.....40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co.....40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....50%
Sargent & Co.....40&10%
CABINET—
Eagle Lock Co.....33⅓%
Corbin.....33⅓%
Yale.....33⅓%
PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00.....40%
Ames Sword Co.....40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle.....40%
Slaymaker's:
General Line.....35&10%
Scandinavian.....90%
" Steel Keys.....50%
Smith & Egge Bicycle.....50%
Wrought Iron.....75&10@80%
Yale Lock Co.....60%
TRUNK—
Corbin's.....35&10%
Eagle.....40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%

Bliss:
Carpenters, Tinners, Box, Carvers } 33⅓

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods.....70%@70&10%

Meat Cutters—
American.....30%

Nos...	1	2	3	4	B	5
Each..	$5	$7	$10	$25	$50	$60

Dixon's.....₩ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise.....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4 50	$6

Little Giant.....33⅓@40

Nos...	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz..30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise).....25@30%

Meat Juice Extractors—
Enterprise.....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender.....18c
Kosmic.....9c
Magnolia, Anti-Friction.....28c
Mystic.....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent.....₩ doz. $4.00.40%
Sargent's.....60@60&10%

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey 8, ₩ doz. $30.....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899.....90,90&10%
PICTURE—
Niles' Patent.....$40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross.....$21.00
" less quantity, ₩ dozen..2.00

Nail Pullers—
Ajax, 5 lbs.....₩ doz. net $7.50
Black Hawk, ₩ doz.....$9.00
Cyclops.....40&10&10%
Cronk's.....₩ doz. net $12.00
Eureka, No. 74.....doz. net $8.50
Eureka, No. 75.....doz. net 8.00
Giant, No. 1, ₩ doz. $18. 0 No. 1½, $16.50; No. 2, $15.00.....50&5%
Lightning.....₩ d $18.00, 20%
Morris No 1, List $20 00.....50%
National.....₩ doz. 24.00 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Rollis Hdw Co. No 1 18 00...50&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

Octagon ₩ gr.	$5 25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—
Acme.....50%
Smith's Cutting.....50%
Todd's Cutting.....50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated.....$1 00..40%

Nuts—
Cold Punched:

	Old list
Mfrs. or U. S. Standard	
Square, Plain	$5.10
Hexagon, Plain	5.10
Square, C. T. & R.	5 80
Hexagon, C. T. & R.	6.00

Hot Pressed:

Mfrs. U S. or Nar. Gauge Stan'd.	
Square, Blank	5.80
Hexagon, Blank	6 80
Square, Tapped	5.80
Hexagon, Tapped	6 80

Oils—
Linseed, City, Raw, in barrels, ₩ gal 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels ₩ gal. 55c
Lard, Prime City ₩ gal.....56@58c
Lard, Extra, No. 1.....49@51
Lard, No. 2.....35@38

Oilers—
Brass and Copper,.....80&10
Tin or Steel.....65&10
Cushman & Denison's: ₩ doz.
Gem.....$ .50
Leader.....60
Perfect Oilers.....1.50
Star Pocket Oilers.....75
"Paragon," Brass.....45@50%
"Paragon," Zinc.....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust.....70@70&10%
Zinc and Tin.....40@60&10%
American Tube & Stamping Co.,
Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.....60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe...8 c per lb.
" Small " ..10 c " "
Queer Creek Axe....20 c " "
} 40%
OIL STONES—
Pikes'

Lily White Washita	....60 c	₩ lb.
Rosy Red	" ....60 c	" "
Extra	" ....50 c	" "
No. 1	" ....40 c	" "
No. 2	" ....30 c	" "
Lily White Edge Slips	" Round. 90	" "
No. 1 Washita, Round Edge Slips	70 c	" "
Washita Pen Knife Pieces	70 c	" "
No 1 Hard Arkansas Stone 3 to 5½ inch long	$2.80	" "
No 1 Hard Arkansas Stone 5½ to 8 inch long	$3.50	" "
No 1 Soft Arkansas Stone 3 to 5½ inch long	$1.50	" "
No 1 Soft Arkansas Stone 5½ to 8 inch long	$1.70	" "
Soft Arkansas Round Edge Slips	$2.50	" "
Hard Arkansas Round Edge Slips	$4.00	" "
Hard Arkansas Pocket Knife Pieces	$4.00	" "

} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior"..... 50%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing..... 16c@25c
Italian Packing..... 10½c@12c
Jute ..... 4½@6½c
Russian Packing..... 9c@11c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 72 ..... 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00

POTATO— ₩ doz.
Saratoga $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's..... $2.17@6.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9.87
Colored ..... $4.88@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co..... 50&10%
Molding ..... 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Buck Bros 30%
Butcher's..... $5.00@6.25 to $
C. E. Jennings & Co..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button..... 70&10@75%
Ik & Carrier:
Pliers
No. 1..... 60&10%
20..... net, $9.00
40..... 75%
50..... 80%
65..... 40%
70..... 50%
80..... 40%
85..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting..... 20%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10@30&10&10%
Stanley's Duplex..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish, Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... ₩ gross ..... $ .50
½-lb. boxes, ₩ doz 4.75
1-lb. boxes, ₩ doz 1.25
U.S. Liquid, 8-oz cans, ₩ doz ... 1.25
gross 13.00
Barkeeper's Friend Metal Polish, ₩ doz ..... ₩ gross 1.75 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ..50%
Joseph Dixon's..... ₩ gro. $5.75, 10%
Dixon's Plumbago..... ₩ lb. 8c
Fireside..... ₩ gro. $2.50
Gem..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel. 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box.... ₩ doz $1.00
Black Silk, 5 oz box,.... ₩ doz $0.75
Black Silk, ½ pt. liq .... ₩ doz $1.00

Poppers, Corn—
Square,..... ₩ doz. ₩ gro
1 qt..... $ 9.00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18 00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ dos. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8.25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ dos. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ...₩ dos., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears 6 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... .75&10%

Pulleys—
Awning..... .....60@60&10%
Axle..... .....50&10@60%
Brass Screw ..... 45&10%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz.. 4-inch, $3.75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump..... $13.00
No. 6, Fig. 396, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 381, 3 in. Shallow Well Pump..... 14.00
No. 80, Fig. 382, 3½ in. Shallow Well Pump..... 17.00
No. 70, Fig. 383, 2½ in. Deep Well Pump..... 15.00
No. 72, Fig. 383, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 446, 3 inch Lift Pump..... 9.00
No. 108, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 128, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 235, Fig. 398, Windmill Pump..... 12.50
No 235, Fig. 408, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 492, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.....60@60%
Snell's Tinners'..... 40&5%

Rail—

	⅛	¾	¾
Barn Door, Light, In.			
₩ 100 feet	$1.40	1.55	1.80

Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 7½
Double Flange, ₩ foot, 8c..... 7½
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in.....net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 3½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 35c..... 25@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... 80%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers:

	Net
Lawn Queen.....20,	$3.45
" " 24,	3.60
Jumbo Lawn.....36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden 10th.....	2.21
" " 12th.....	2.40
" " 14th.....	2.64
" " 16th.....	2.88

Geneva Garden and Gravel..... 70%
Geneva Weldless Garden.....75&15%
*Toy Shank, Steel 70%
*Mall. Heavy Braced Curved ..70&10%
*Mall Light Braced Straight ..70&10%
*Mall. Heavy Sgl. Shank " ....70&10%
*Lawn, No. 1 .....70&10%
*Lawn, No. 2 ..... 70&5%
*Not classed with nor sold as Steel Goods.

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to £..... 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated.....
Nickel Plated..... } 70 to 75%
White Porcelain..... 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners..... 75%&5%
Miscellaneous..... 75%&5%

Rivet Sets—
Regular List..... ...70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90 c to

Rope—
Cotton Rope, Best, ₩ lb
¼ inch and larger 18to25c
Medium ..... 14@16c
¼ in. and larger..... 13@12c
Common..... 13@12c
Jute Rope:
A grade..... 6c
C grade.. ..... 5½c
Manila:
7-16 in. and larger..... 11½c
⅜ in 11c
¼ and 5-16 in..... 12½c
Steel:
7-16 in. and larger..... 7½@9c
⅜ in ..... 8@9½c
¼ and 5-16 in..... 8 ½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" .. 3.15
Aluminum Finish " " " 2.95
Full Nickel " " " 3.75
GOLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—

Sander, Adamson & Co.'s:	List.
Emery Cloth.....	50&10@60%
Garnet Paper.....	25%
Flint and Emery Paper..	50&10@60%

Sash Balances—
Caldwell Mfg. Co..... 50%
Pullman..... 50&10@60%
Victor Bronze..... 75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... 40%
Monarch B. C. Co,... .. .. 70%
Pullman Bronze 70%
" Cop Steel..... 70&10&10%
Royal Metal..... 65&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... ...70%
Victor Bronze 70%
Victor Steel..... ....75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White. ..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent"..... 50%
Imperial 33⅓%
Sash Rollers..... 70%
Ives Casement Fasteners.... ..... 40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... ....50%
Champion Side..... ....60%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... 62½%
Window Ventilating Lock..... 60%
Pavson's Signal 60%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory... ....$23.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wi 90
Band ½ to 3-16 in. 10c 5

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....80%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....40%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Tainters Positive $18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@10&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6 75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electrical, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.. ℔ doz. $6.00 net
Electric Spiral No. 02.. ℔ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

3-Foot.....$10.00 ℔ gro. 40%
4- " .....$12.00 " "

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ dos. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....80%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Beet.....80%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net
"1847".....$8.50
"Anchor".....8.25
"Eagle".....8.25
"Star".....8.25
Rogers, Smith & Co.....8.25
Rogers & Hamilton.....8.25
Holmes & Edwards.....8.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%.70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....25@40%
Gardner.....33⅓&10%
Holroyd & Co.....50.10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....80&10%@80&10&

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&25%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers

Columbia, No. 1, ℔ doz., net.....$5.05
Columbia, No. 2, ℔ doz., net.....1.00
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case ..... 25@25&10%
Star Steel..... .....40@40&10%
Steel ..... 20&5@35%
Chesterman's ..... 25@25&5%
Keuffel & Esser Co., New List, 1898:
Steel and Metallic 35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw ..... 75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc ..... 65&10%
1⅛ to 2..... 50. 10&5%
2 1-8 to 3 in. inc. ..... 33⅓&10%
3 1 8 to 4 in. inc..... 20%
Pipe, ⅛ to 1¼.....80&20%
Pipe. 2 to 3 in..... 80&15%
Pipe 3½ & 4 in..... 66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00 .....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara ..... 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co 40%
Enterprise Mfg. Co..... .....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's..... .....70%
Sargent's..... ....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₩100. ..... net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe ..... ₩ doz 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole ....15&10%
Hawley & Norton.....65@65&5%
Newhouse .... 45@45&5%
Victor ....75%@71 &5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse 50%
Improved Rat.....50%
New Rat..... 50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ dos. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.18, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ dos., $4.75; case of 75..... 4.25
No. 4, Mouse, ₩ doz., $3.50; case of 75..... 3.75
No. 5, Mouse, ₩ doz., $2.75; case of 150. ..... 2.25
Schuyler Rat Killer. No. 1, ₩ gro., $15.00; No. 2, ₩ gro. .....net $15.00
Mouse, No. 3 ..... .net 9.00
Smith & Egge Mfg. Co.: ₩ dos.
Superior Rat Trap $15.00
Yankee Mouse Trap..... 5.50
Yankee Rat Trap..... 11.00

Trouser Hangers—

Pullman No. 1, ₩ gro.....$ 9.00
" " 4, ₩ gro..... 24.00

Trowels Mechanics—

Brade's Brick..... .....30%
Disston's:
Brick and Pointing..... .....30%
Plastering. 25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick 30%
Plastering..... .....25%
Pointing 30%
W. & McP. Plastering..... ...25%
"Rose" Brick, Plastering and Moulders..... ....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net. $4.50
Disstons 35%

Vegetable Slicers—

Enterprise Mfg. Co 25%

Vises—

Oval Slide.....60%
Solid Box ....50&10%
Columbian Hdw. Co:
Nos. 110 and over. 30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70..... .....50&10%
Armstrong's:
Combination 50%
Plain and Hinge..... ...50%
Bonney's Champion.....40 & 10%
Holland's 40%
Howard's..... 40%
Little Giant Bench..... ...25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher .....30@40%
Wood-Working .....15@20%
Planer .....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp. ....45&10%
Hand ....15&10%
Moore's.....20%
Prentiss..... .....20@25%
Sargent's 40%
Snedliker's .....30@33⅓%
Stephens.....30@33⅓%
Trenton..... .....40@40&5%
Wright's Pipe..... .....40%

SAW FILERS—

Bonney's Nos. 1 & 8.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel. ....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches..... Net

Weeders

Iowa and three Prong.....75%
Two Prong.....75%
Round Point.....75%
Square Point and Four and Six Tooth 75%

Weed Extractors—

"Pastime".....₩ doz. $1.75 ne

Window Cleaners—

Barnes Mfg. Co..... ....40%
Bosley's Peerless..... ...60%
" X. L. C. R..... ...70%
Clayton's.. .....25&10%
Phœnix 60%

Window Stop Adjusters—

Ives' New List..... .....35%
Taplin's "Perfection"..... . 35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire..... .....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire 15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools. ...60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9..... 80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26..... ..80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14..... .....75&10%
Nos. 15 to 18 .....75&10%
Tinned:
Nos. 6 to 14..... .....77½%
Nos. 15 to 18..... ...72½%
Cast Steel.....65%
Charcoal Iron 60%
Gun Screw 65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting .....90&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright..... 45
Cast Steel..... ... .30%
Iron, Galvanized 40

Wire Rope Clips—

Crosby..... .. .. 25%

Wire Stretchers—

W. C. Heller's Grip... ....₩ dos. $1.50

Wrenches—

Agricultural.....75&10%
Alligator..... 65&10@70%
Baxter's.....70@70&10%
Machinists 66⅔%
Solid Handle 50%

Bemis & Call's:
Brigge Pattern.. .....30&10%
Improved Pipe, Bright.. .....60%
Patent Combination Black....40&5%
Patent Combination Bright.....40%

Bicycle:
Club..... .....40%
Superior.....40%
Featherweight 40%
Protection 40%
Boardman's..... .. ....30@33⅓%

Coes':
Genuine .....40&10&5&5%
"Mechanics'" .....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe..... .... 50&10%
Gem 30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut 40%
Acme..... ....60@60&5%
Bull Dog.....70%
Hercules..... ....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels.....₩ gal. 55c
Lard, Prime City .....₩ gal.....56@58c
Lard, Extra, No. 1 ..... 49@51c
Lard, No. 2 ....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude..... ₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6¼c
White Lead, Eng., in Oil..₩ lb. 8¼@9¼c
Litharge, Kegs. ....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk ....1¼@2
In bladders..... ..... .1¾@2½
In cans, 12½ lb to 25 lb .....1¾ to 2¼

Spirits Turpentine—

In regular bbls..... 56@ 56½c
In machine bbls. ... . 56½@ 57c

Dry Colors—

	₩ lb
Blue, Chinese 80	@85 c
Blue, Prussian 28	@34 c
Blue, Ultramarine 5	@20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	2½@ 8 c
Umber, Turkey, raw	2½@ 8½c
Green, Chrome, Ordinary.... 5	@ 7 c
Green, Paris, in kegs .....13½@14½c	
Indian Red, American 3	@ 5½c
Indian Red, English ..... 4½@ 8½c	

Colors in Oil—

Black Lampblack, best. 13	@15
Black Lampblack, common.. 8	@10 c
Blue, Chinese 35	@40 c
Blue, Prussian 32	@35 c
Blue, Ultramarine 14	@18 c
Sienna, burnt 11	@13
Sienna, raw. 11	@13 c
Umber, burnt..... 11	@13 c
Umber, raw.. 10	@13 c
Brown, Vandyke.....10	@13c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease.
Fraser Lubricator Co., New York, N. Y.

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Veorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Scholihorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Bottle Stopper and Opener.
Taplin Mfg. Co., New Britain, Conn.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co. New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co., Marion, Ind.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cars, "Irish Mail"
Standard Mfg. Co., Anderson, Ind.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros., New York.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.
Thomson Drop Forge Co., Plantsville, Ct.

Chisels, Cold.
Hurwood, Mfg. Co., Bridgeport Conn.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Churns.
One Minute Churn Co., New York, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgepo t, Conn.
J. L. Taylor, Newark, N. J.

Claw Hammers.
Franklin Specialty Co., Reading, Pa.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y

Clippers.
Chicago Flexible Shaft Co., Chicago, Ills.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clipper Sharpeners
John Van Benschoten, Poughkeepsie N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothes Bars.
A. J. Phillips Co. Fenton, Mich.
Udell Works, Indianapolis, Ind.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
John H. Graham & Co., New York
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H. Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W. H. Anderson & Sons, Inc. Detroit Mich.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Copying Processes.
Felix H. Daus Duplicator Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouse Scale & Mfg. Co., Chicago

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York
The Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Dog Collars and Muzzles.
Alfred Field & Co., New York.
Door Checks and Springs.
Sargent & Co., New York.
Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.
Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.
Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Breast.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)
Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O.
Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Duplicating Machines
Schapirograph Co., New York, N. Y.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Peck Edge Tool Co., Cohoes, N. Y.
Electric Bells and Supplies.
John H. Graham & Co., New York.
Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York.
Emery Wheels.
Pike Mfg Co., Pike Station, N. H.
Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.
Escutcheon and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.
Export Agents.
John H Graham & Co., New York.
Face Marking Gauge.
Mossberg Wrench Co., Central Falls, R. I.
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J.
Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
Stewart Iron Works Co., Cincinnati, Ohio
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I
Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
Fire Arms.
Alfred Field & Co., New York.
Hopkins & Allen Arms Co., Norwich, Conn,
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.
Fire Pots.
Clayton & Lambert Mfg. Co, Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.
Folding Tables.
Udell Works, Indianapolis, Ind.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
Forgings (Automobile)
Thomson Drop Forge Co., Plantsville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, O
Forgings (Special)
Thomson Drop Forge Co., Plantsville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.
Gauges, Adjustable Face Marking
Mossberg Wrench Co., Central Falls, R. I.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass
Glass Water Coolers.
Mississippi Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Grinders (Surface)
John Van Benschoten Poughkeepsie N. Y.
Gummers, Saw.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Gutters, Rod.
Chandler & Farquhar, Boston
Hopkins & Allen Arms Co., Norwich, Conn.
J. Stevens Arms & Tool Co.,
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira
Fred. F. Bischoff & Co, Chicago, Ills.
N. Y.
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston. Mass.
Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa
Hatchets.
Peck Edge Tool Co., Cohoes, N. Y.
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.
Header Forks.
Geneva Tool Co., Geneva, O.
Heaters, Ex-Radium.
Novelty Mfg. Co., Jackson, Mich.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co., Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Stewart Iron Works Co., Cincinnati, Ohio.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland Ohio.
Stewart Iron Works Co., Cincinnati, Ohio.
Ironing Stands and Boards.
Udell Works, Indianapolis, Ind.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
"Japalac."
Glidden Varnish Co,, Cleveland, O.
Job Lots.
Chas. Weiland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.
Hurwood Mfg Co., Bridgeport, Conn.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J
Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.
Letter Duplicator.
Felix Daus Duplicator Co., New York.
Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
Levels, Adjustable Sheet Steel.
Rollis Hardware Co. New York, N.Y.
Lighting System (F.-P.)
Incandescent Light & Stove Co., Cincinnati, Ohio.
Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O
Liquid Fillers.
E. E. Nice, Philadelphia, Pa.
Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.
Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.
Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.
Magnet Hammers.
Arthur R. Robertson, Boston, Mass.
Magnolia Metal.
Magnolia Metal Co., New York.
Mail Boxes.
C. G. Folsom South Bend Ind.
Vermont Slate Co., Zanesville, Ohio.
Kelly Foundry & Machine Co., Goshen, Ind
Smith Bros. Mfg. Co., Indianapolis, Ind.
Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.
Manure Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Manure Hooks.
Geneva Tool Co., Geneva, O.
Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J
Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia
Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.
Meat Choppers.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York
Specialty Mfg. Co. Indianapolis, Ind.
Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Medicine Cabinets.
Udell Works, Indianapolis, Ind.
Mica.
Eugene Munsell & Co., New York.
Mica Canopies.
Eugene Munsell & Co., New York.
Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y
Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.
Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
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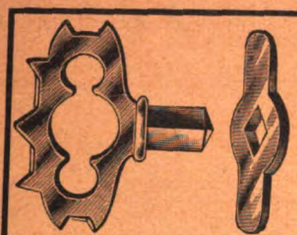
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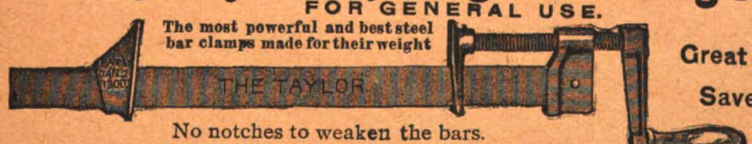
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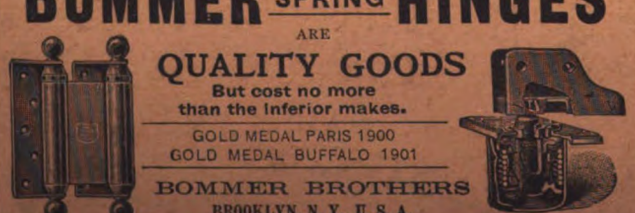
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NO. 3.
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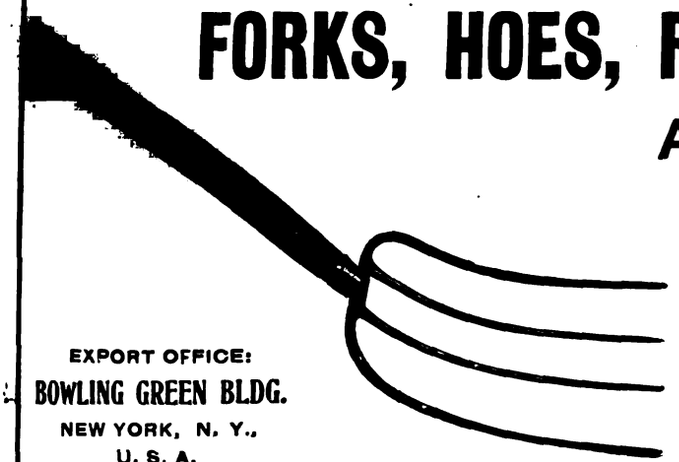
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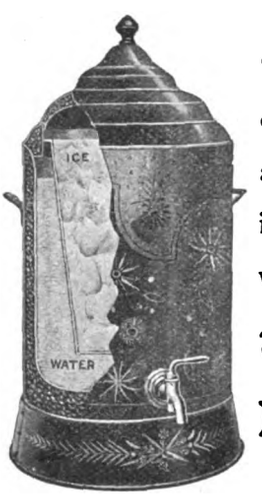
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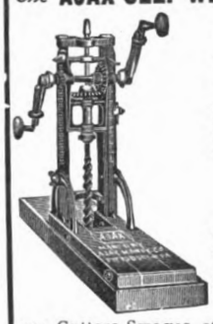


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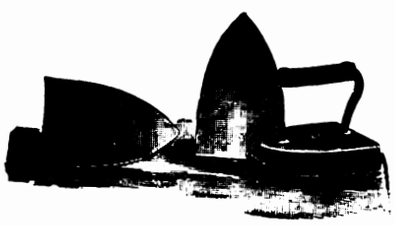
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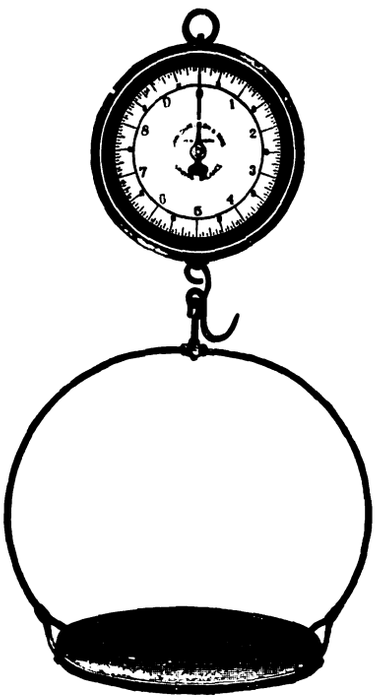
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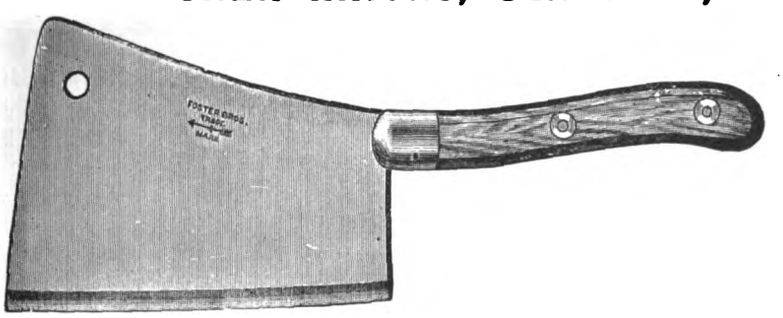


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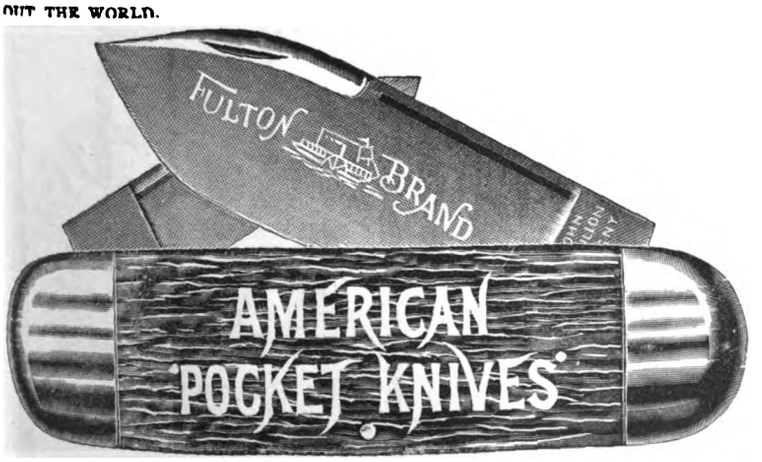


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Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

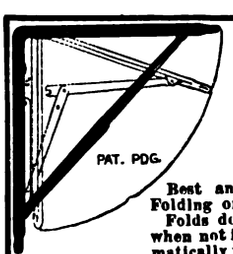
THE U.S. REMOVABLE STEEL POST SCALE USED EVERYWHERE IN THE HOME, OFFICE & STORE
Are You Prepared to Meet the Demand or the Most Accurate Lasting Scale? If Not Ask Your Jobber or Write Us.
HANSON BROS.,
SCALE MANUFACTURERS,
20 W. RANDOLPH ST., CHICAGO, ILL.



EXPECTATIONS
REALIZED
WE ARE NOW THE LARGEST
MANUFACTURERS
IN THE WORLD
Of any one style of Rotary Washer
What is the reason? Ask us
WHITE LILY WASHER CO.
TOLEDO, OHIO. DAVENPORT, IOWA.

ELEVATORS & DUMB WAITERS
We make a specialty of manufacturing them. Also appliances for same.
O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

HAND ELEVATORS
FOR HARDWARE TRADE.
Send for catalogue.
THE STORM MANUFACTURING CO.,
NEWARK, N. J.
DUMB WAITERS



GRIFFIN'S FOLDING BRACKET
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S
PRESSED STEEL SHELF BRACKETS
(PATENTED)
Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges
THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

Improved Natural Stone
Germ Proof Water Filters
Every Filter guaranteed perfect and absolutely germ-proof.
Display Card with every shipment.
Send for prices and discounts.
We manufacture Sanitary Stone ware of every description.



Fulper Pottery Co. Flemington, N. J

The O. K.
Washing Machine



has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.
Well made and fully guaranteed. **Everyone sold sells another.**
TRY IT!
F.H. Brammer Mfg.Co.
Davenport, Iowa.

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Like an Open Book

The strong features of the

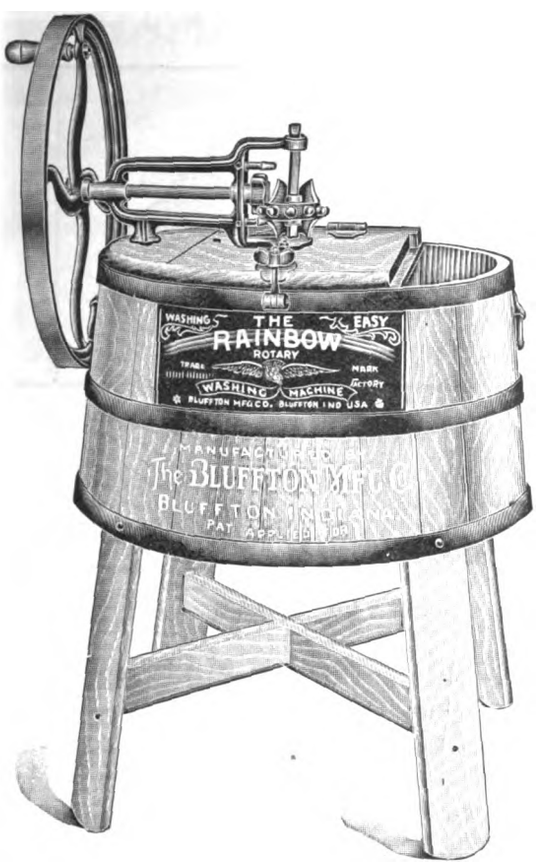
Rainbow

are so apparent that customers appreciate at a glance.

Its speed in operation

Thorough Cleansing

quality, cleanliness in use and durability.



It is better to get the Rainbow now than it is to wait until your competitor gets the agency.

It may be too late then.

Bluffton Mfg. Co.,

Bluffton, Ind., U. S. A.





Easy to Figure Out

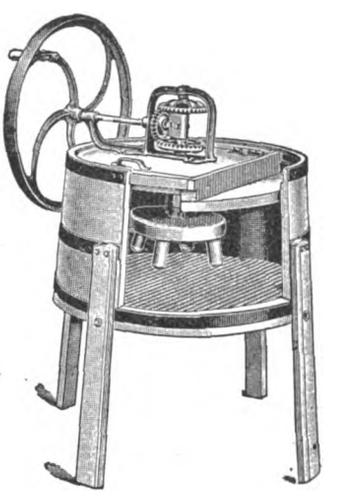
AS EASY AS

The Mathematics

OF

The Blackstone Rotary Washer

for every thrifty housewife who uses it.



It adds to her purse.
Subtracts from her worries.
Multiplies her joys.
Divides her burdens.
Compounds her interest in life.
Discounts her cares.

For these very reasons it has been, and always will be, a good seller.

You miss an opportunity by not handling it and displaying it in your store.

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

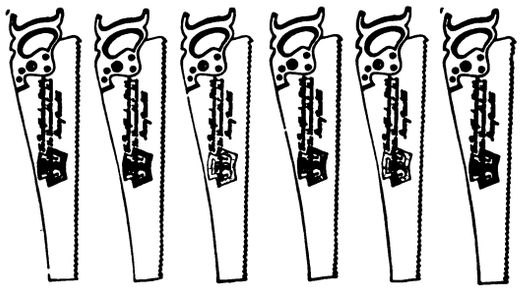
THE BLACKSTONE MFG. CO.

Jamestown, N. Y., U. S. A.

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

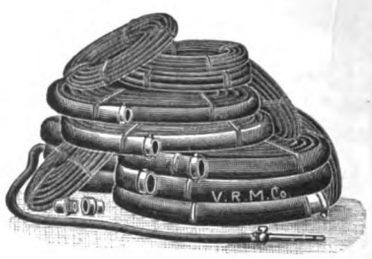
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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4,866 sq. ins.

SAVE 1-2 YOUR FUEL

BY USING THE

ROCHESTER RADIATOR

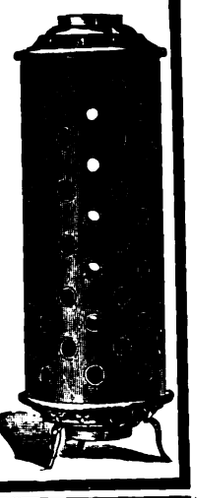
IT WILL DO IT

TAKE a common sense view of heating—if you wish to heat a poker you will hold it over the fire, not at the side. We hold 90 to 120 pokers or tubes over the fire, each having a hollow air space in centre through which a current of air rapidly passes, sending the heat to all parts of the room, getting much greater results than any DRUM or side heater can give.

Inquiries from your town in answer to our advertising in all the leading Magazines and Family Papers are referred to you when you carry our goods in stock. Thus we sell them to you and then sell them for you.

Over 100,000 of them in use.

Write for Descriptive Catalogue and Prices.



The Part that does the Business. **ROCHESTER RADIATOR COMPANY,** 150 Furnace St. Rochester, N. Y.

The New Putnam Horse Nail

ORDERS TALK

Repeated orders which we are constantly receiving for

The New Putnam Horse Nail

are better than a barrel of talk and tell a better story of their excellence.

Perfect? It is impossible to crimp or break them; they will not sliver nor cut off; they will hold in the clinch and make work easier.

We have a Special Offer to Hardware dealers; ask us about it.

Putnam Nail Co.

Neponset, Boston, Mass., U. S. A.

The SMITH R. F. D. MAIL BOXES

APPROVED BY THE POSTMASTER-GENERAL

Superior in workmanship and material, giving complete satisfaction to dealer and customer.



Equipped with Smith's Improved Flag Signal, which is raised by the cover and is lowered on removal of the mail. On either side of the signal is a beautiful flag, in colors. The most perfect signal ever devised.

Also equipped with an Automatic Spring Hasp which holds the cover firm so that no wind storm can blow it open. Handsome in appearance, substantial, and operates perfectly. It is water-tight and weather-proof. Made of extra heavy galvanized sheet steel. Size 7x18 inches.

We also manufacture other style mail boxes.

Write us now for complete information and prices.

SMITH BROS. MFG. CO.

257 to 261 S. Meridan St. Indianapolis, Ind.

246 E. Kenzie St. Chicago, Ill.

The Light That Never Fails

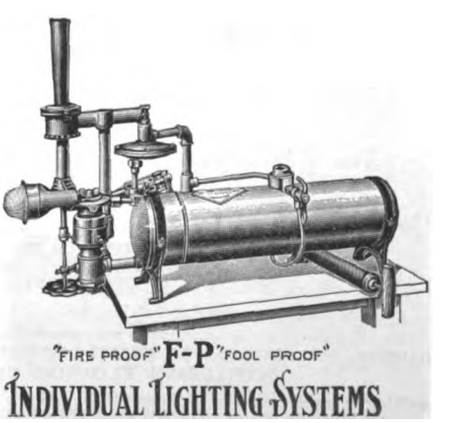
SO SIMPLE AND SAFE

That a child can operate it. Will save you 75 per cent. of your light bill. Have the best lighted INSIDE and OUTSIDE store in town.

THE INCANDESCENT LIGHT & STOVE CO.

Nos. 420-422-424-426 E. Pearl St. CINCINNATI, OHIO

For catalogue and further information address Department C.



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"ECLIPSE" AND "ST. LOUIS"

STANDS and LASTS;

Positively the best on the market.

FOR SALE BY JOBBERS.

Well Wheels. Hay Fork Pulleys, Tuyere Irons. Post Mauls, Sash Weights.

Write for Catalogue.

JOHN C. KUPFERLE,

St. Louis,

ESTABLISHED 1857.



TIME TO STOCK UP ON



BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.

107 Chambers St., NEW YORK.



"Lightning"



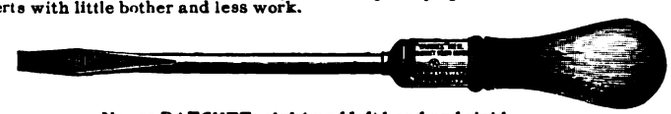
"Gem"



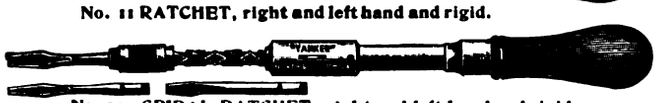
"Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

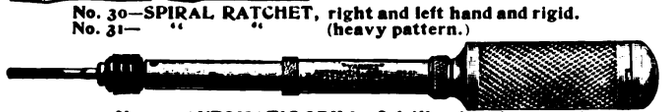
"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.

New York Agents, John H. Graham & Co., 113 Chambers St.

FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,

349 & 351 WEST 26TH STREET, NEW YORK.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,	Best Cutlery in the World.
JOSEPH GILLOTT & SONS,	Best Steel Pens in the World.
L. HUGONIOT TISSOT,	Best Plyers, Nippers, &c., in the World.
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,	Best Sheep Shears in the World.
THE IMPERIAL ENAMEL CO.,	Best Enamelled Signs in the World.
WEBSTER & HORSFALL,	Best Steel Wire in the World.
W. K. & C. PEACE,	Best Lawn Scythes and Grass Hooks.
EDWARD GEM & CO.,	Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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H. B. WILLSON & CO. Patent Attorneys

817 F Street West. WASHINGTON, D. C.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



Send for Catalogue.

W. J. ADAM, JOLIET, ILLINOIS.

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THE ARMSTRONG PIPE CUTTER

THE strongest, most rapid working and cheapest on the market. Nos. 1 to 3 will take a range of pipe 1-8 to 4 inches inclusive.

SEND FOR COMPLETE CATALOGUE

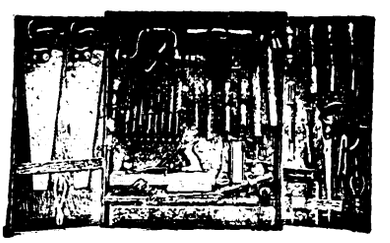
The Armstrong Mfg. Co.

BRIDGEPORT, CONN.

New York Office, 139 Centre Street.

TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.

Agents for Steel Tool Chests.

Send for latest catalogue.

AMERICAN TOOL CHEST CO.

200 W. Houston St.

New York, U. S. A.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

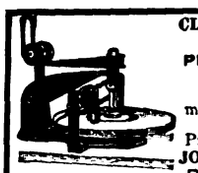
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



CLIPPER SHARPENER AND SURFACE GRINDER

PROFITABLE TO EVERY REPAIR SHOP

Clippers Sharpened in 5 minutes earning 50c.

Descriptive Circular and Prices, address,

JOHN VAN BENSCHOTEN, POUGHKEEPSIE, N. Y.

14-20 CATHARINE ST.

THE BEST IN THE WORLD

Hauthaway's Harness Dressing

Gives a beautiful polish that DOES NOT CROCK OR SMUT.

And will make any new or old harness look fresh, clean and handsome

Hauthaway's Axle Oil

THE BEST WEARING AXLE OIL IN THE MARKET. It never fails to give supreme satisfaction in every respect to every user.

Hauthaway's Harness Oil Blacking

BLACKS AND POLISHES ALL HARNESS PERFECTLY

These three stable requisites never fail to give perfect satisfaction to every user. They have been daily sold for over 50 years in every civilized country, and are ESPECIALLY PREPARED AND PACKED FOR EXPORT TRADE. Once tried, they will always be used.

We also make a full line of unequaled Shoe Polishes of every description. These goods have been sold in South Africa for years with unfailing success. SEND FOR CATALOGUE AND PRICE LIST.

C. L. HAUTHAWAY & SONS, Inc., Boston, Mass.

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"When the Cat Is out of the Bag"

it will appear that Tools bearing the

Mayhew Trade Mark



have upon them the stamp of SUPERIORITY in every instance.

Don't Drift

into the channel of neglect, therefore, regarding the line of tools you are handling.

Choose Wisely

Get the best for your money—MAYHEW'S.

Our catalog tells all about them.

Want a copy?

H. H. MAYHEW CO.

Shelburne Falls, Mass.

The Niagara Wrought Steel Harness Snap.

All Steel, Formed Cold, Loops of Drawn Steel Wire.

STRONG
DURABLE
CONVENIENT
HANDSOME
SALABLE.



As low in price as any other good snap. Free Sample and quotations to jobbers only.

Niagara Falls Metal Stamping Works, Niagara Falls N. Y.

RIVETS and WIRE NAILS.



O. O. & E. P. TOWNSEND,
New Brighton, Penn.

You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**

- Flint Paper
- Garnet Paper
- Emery Paper
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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

BAEDER, ADAMSON & CO.

700 MARKET STREET, PHILADELPHIA.
67 BEEKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
122 LAKE STREET, CHICAGO.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



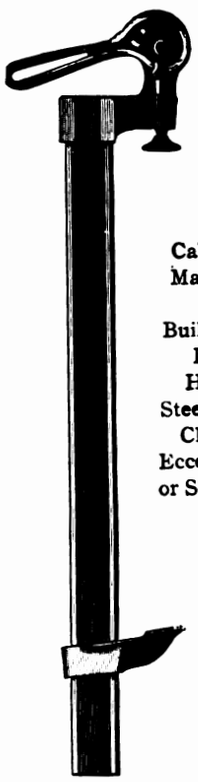
Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers

The Russell Jennings Mfg. Co., Deep River, Conn.

COLT'S CLAMPS

are the bugbear of manufacturers of poor Clamps, who in the past have relied on the cheapness of their goods to secure orders.



Cabinet Makers' and Builders' Extra Heavy Steel Bar Clamp, Eccentric or Screw.

Our Prices

compete with their's, yet their clamps, in quality or finish, can never compare with ours.

A postal request will bring you complete information.

Batavia Clamp Co.

Batavia, N. Y.

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE LATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Who will own the World's Fair Prize

CONSISTING OF

Warren's Model Hardware Store.



Over 300,000 people have seen it in the Varied Industries Building; has been awarded the HIGHEST PRIZES and will be sold to the firm making the most satisfactory offer for it. Is acknowledged to be the finest in the world. Consists of 42 feet on each side, as now arranged, or 84 feet placed on one side, made in unit cabinets that can be easily moved and placed in position anywhere.

Will be worth THOUSANDS OF DOLLARS as an advertisement for the firm purchasing it, aside from its every-day, practical service in displaying and selling goods.

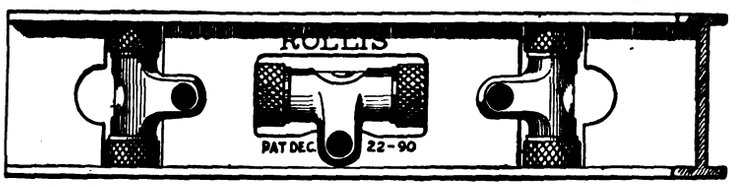
What can give a merchant more pride than to have it said that he possesses the finest **Hardware Store Equipment** in the world.

Illustrations and descriptive matter sent to all inquiries.

J. D. WARREN MFG. CO.

CHICAGO, U. S. A.

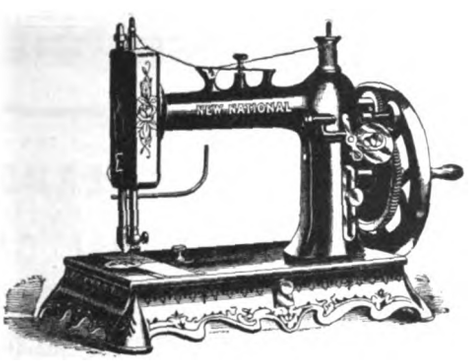
ROLLIS PATENT ADJUSTABLE SHEET STEEL LEVEL

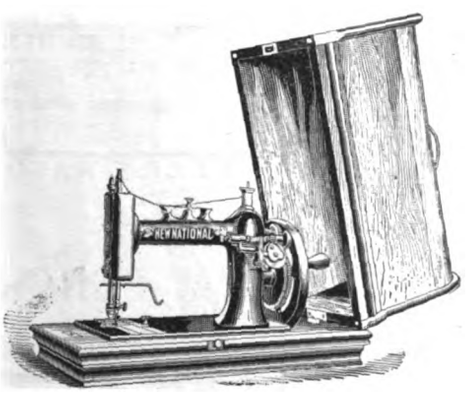


Excels all others in quick and accurate adjustment, and in durability, though lighter in weight than cast iron levels.

They're easy sellers at a good profit Let's quote you prices.

ROLLIS HARDWARE CO., 105-107 Chambers Street, New York





Imitated, But Not Excelled.

In spite of imitations **The Genuine New National** has kept its place as the BEST in all kinds of work and has demonstrated beyond question its superiority over cheap imitations.

THE GENUINE NEW NATIONAL

never gets out of order. It's always ready for work.

Uses a straight, self-setting needle which cannot be set wrong. Makes the double thread "lock-stitch," adaptable for all kinds of work:

Tucking, Ruffling, Hemming, Binding, Braiding, Quilting, Darning, Embroidering and all kinds of Fancy Stitching and Art Needle Work.

Send for Circular; mention HARDWARE.

THE NEW HOME SEWING MACHINE CO.

Export Dept., 28 Union Sq., New York.

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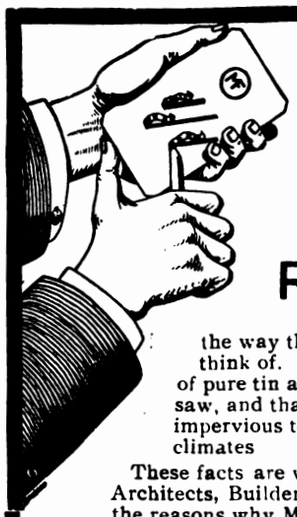
The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.



EXAMINE

MF

ROOFING TIN

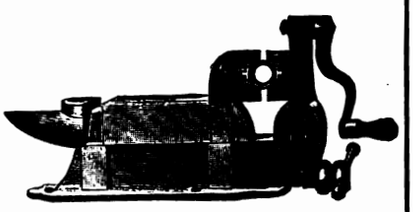
the way this man is doing; then give it any other test you can think of. Find out for yourself that MF has a thicker coating of pure tin and new lead than any other Terne Plate you ever saw, and that that coating is free from pinholes and, therefore, impervious to the ravages of the most severe and changeable climates

These facts are what have made MF Roofing Tin the favorite of Architects, Builders, Roofers and Owners for over sixty years, and are the reasons why MF has protected many a property for more than half a century.

Write to W. C. Cronemeyer, Advertising Agent, 222 Frick Building, and we will gladly send you a piece for your inspection. Comparison convinces, and MF stands the test.

AMERICAN SHEET & TIN PLATE COMPANY, FRICK BUILDING, PITTSBURG, PA.

HANSON VISE



Five Tools in One

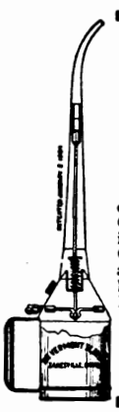
Anvil, Anvil Vise, Saw Clamp, Drill and Pipe Vise.

One of the most popular articles on the market.
Send a sample order and we are assured of your future ones.

Stowell Mfg. & Fdy. Co.

61-94 FIFTH AVENUE,
South Milwaukee, - Wis.





THE

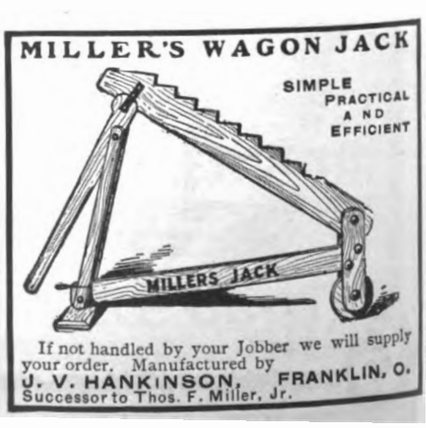
VERMONT SAFETY OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO.
Zanesville, Ohio.







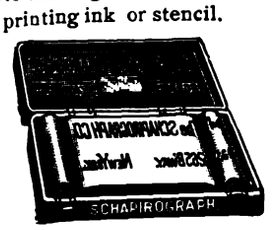
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Why?

Because it saves time, temper, trouble. We guarantee that 100-150 copies can be made with it from one pen—or typewri ten original, in all colors, without the use of printing ink or stencil.

Inval-uable to Your Business



Ten Days Free Trial

It's meant for duplicating circulars, invo ces and price lists.
Special offer for next 30 days. Write us at once.
Mention HARDWARE.

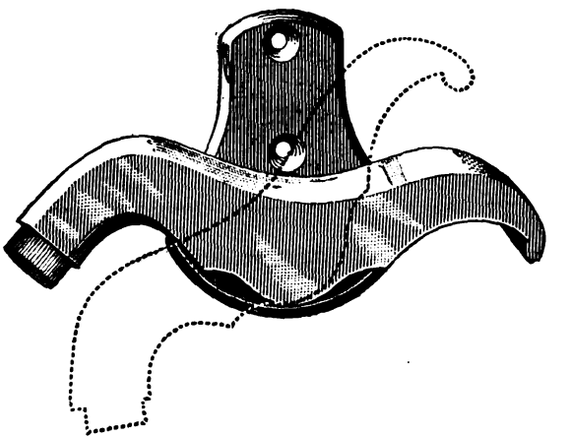
The Schapirograph Co.
265 Broadway
New York

Simplicity Durability Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

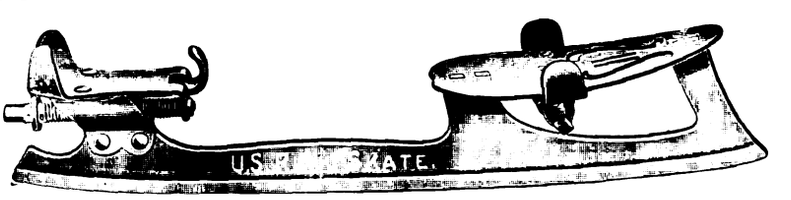
CALDWELL MFG. CO.,
Rochester, N. Y.

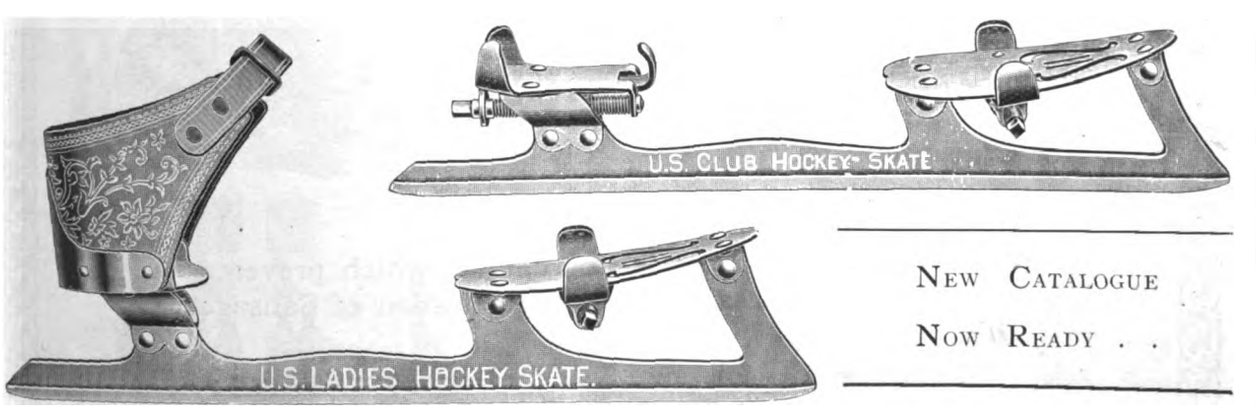
Lowentraut's ICE SKATES

Manufactured by

P. LOWENTRAUT MFG. CO.

Our line for the season 1904-5 has been greatly inproved, and new goods added.





NEW CATALOGUE NOW READY . .

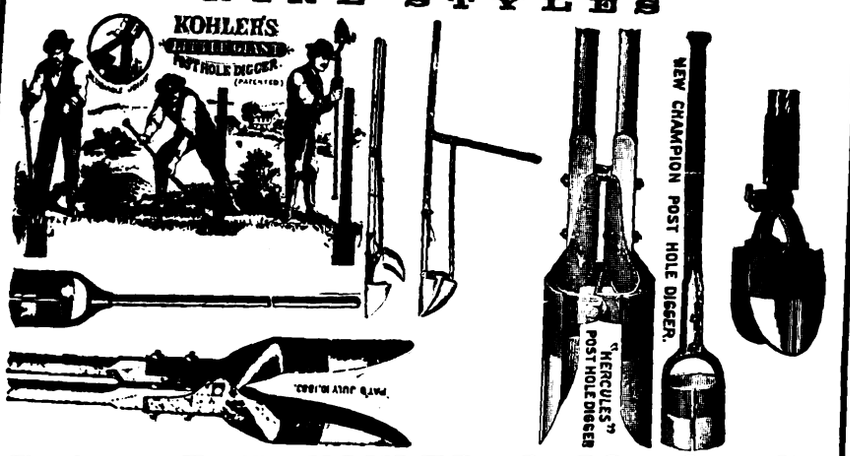
SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London. E. C., Eng.
Copenhagen (Freeport).
123 California St., San Francisco, Cal.

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POST-HOLE DIGGERS
NINE STYLES



Write for our Catalog **F. E. KOHLER & CO.** Canton, Ohio U. S. A.

BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO NICKEL SILVER (Without Plate)
HIGHEST GRADE ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.



STURDY CHICKS
are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators
insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.
Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



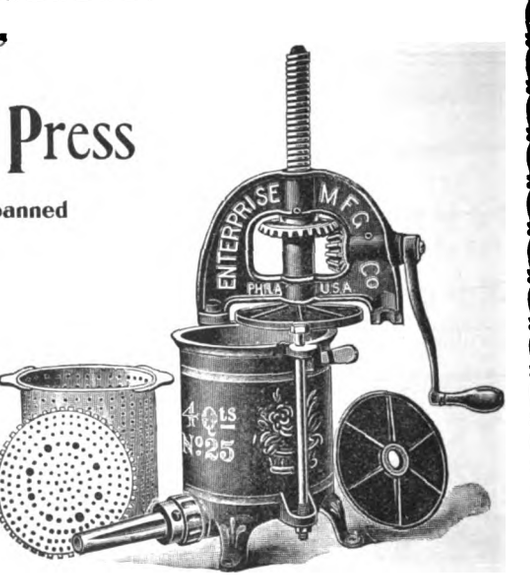
Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

"ENTERPRISE"
Sausage Stuffer and Lard Press

Made in 8 Sizes and Styles ~~for~~ TINNED ~~or~~ or Japanned

Each Iron Cylinder is Bored True
so that when Stuffing all the material must pass through the Spout

The Lips on the Tin Cylinder
in pressing lard, prevent burning of hands when the Cylinder is taken out for purpose of removing the Hot Cracklings



No. 25, - - $5.50

The New Patented Spout
furnished with each Stuffer is Corrugated, which prevents air entering the Casing, thus assuring the preservation of Sausages

Order from your Jobber **Send for Descriptive Catalogue**

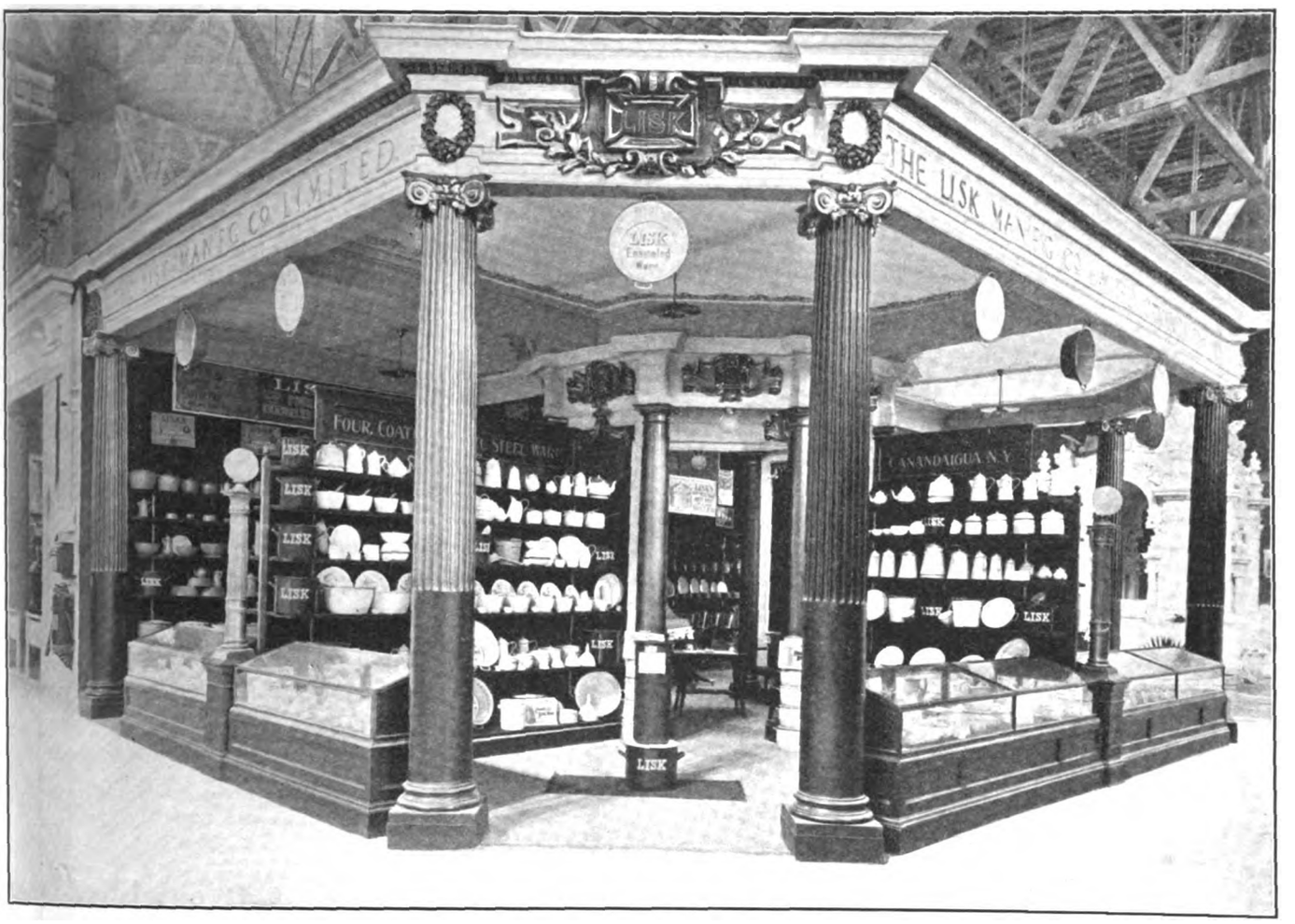
THE ENTERPRISE MFG. CO. OF PA.
New York Branch, 10 Warren St. Philadelphia, U. S. A. San Francisco Branch, 105 Front St.

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The International Jury of Awards of The Louisiana Purchase Exposition has awarded to the

LISK

Manufacturing Co., Limited, Canandaigua, N. Y.

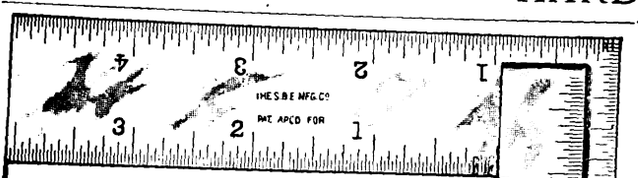


THE HIGHEST AWARD
THE GOLD MEDAL

ON ITS EXHIBIT OF

LISK'S Anti-Rusting Tinware
LISK'S Four Coated Enameled Steel Ware
LISK'S Imperial Gray Enameled Steel Ware
LISK'S Aluminum Galvanized Iron Ware
LISK'S Heavy Planished Copper Ware

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Ideal Combination Try Square

For Carpenters, Mechanics and Pattern Makers.

One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a popular priced accurate tool. It is graduated to 32ds of an inch, on all edges of both sides, and therefore enables one to take measurements in any position the square is placed and permits the user to secure Bevel Cuts, a feature which cannot be accomplished with any other Try Square.

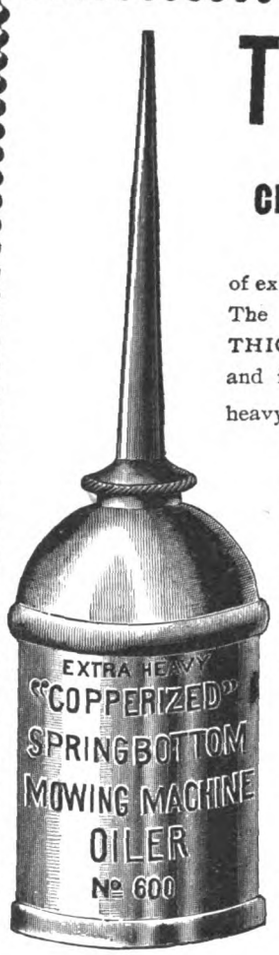
Made in Two Sizes, 4 & 6 in. Blade.

Write us for Prices and full Particulars.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools 176 pages.

The L. S. STARRETT CO.

ATHOL, MASS., U. S. A.

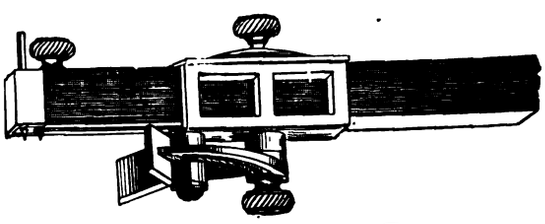
CHICAGO, 15 South Canal St.

Out of Date Tools

Do not satisfy Up-to-Date Mechanics.

That's exactly the reason why discriminating mechanics are perfectly delighted with

Winslow's Adjustable



Face Marking Gauge

It's up-to-date in every respect. Most handy. Saves time and money. Gauges most any irregular surface.

Let's give you further particulars about prices.

We have superior facilities for turning out light metal stampings, novelties and light machinery.

Mossberg Wrench Co.

Central Falls, R. I.

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HARDWARE

In the full page advertisement of Butler Brothers in another part of this paper is an announcement that will be of special interest to those Dealers who have deferred buying their Holiday stocks.

*

The Avery Stamping Co., Cleveland, Ohio, advise us they have discontinued the manufacture of their specialty, the "Sled Skate," having sold all their patents to the Union Hardware Co., Torrington, Conn., it being more in harmony with their line.

*

Arthur De Wolf, who recently gave up his position of superintendent of the Humason & Beckley Manufacturing Company, New Britain, Conn., to accept a place in the machine room of the New Departure Manufacturing Company of Bristol, was on October 27, promoted to the superintendency of that concern.

*

A horse's drawing power depends upon the kind of road on which it travels. It is authoritatively stated that a horse can draw on the worst earth road three times as much as he can carry on his back; on a good macadamized road, nine times as much; on a plank road, well laid and in good order, twenty-five times as much; on a smooth stone pavement, thirty-three times as much, and on steel rails, fifty-four times as much.

THE KEUFFEL & ESSER CO.

The Keuffel & Esser Co., New York, have received from the Louisiana Purchase Exposition the only Grand Prize Group 19, Liberal Arts (Instruments of Precision, Philosophical Apparatus, etc.), and a Gold Medal, Group 115, Mines and Metallurgy (Instruments and Equipment for underground Surveying).

THE WALWORTH MANUFACTURING CO.

It gives us pleasure to announce that the Walworth Manufacturing Co., Boston, Mass., have been awarded a Gold Medal for Valves, Brass and Iron Goods, Pipe Fittings, etc., and Engineers' Goods and Steam Fitters' Tools at the Louisiana Purchase Exposition.

NEW PUTNAM HORSE NAILS.

The New Putnam Horse Nail has achieved such success as to their distribution, and from every section of the country the report has been so satisfactory with the trade they have had no occasion to make any improvements other than those natural ones which come from experience. The company have enlarged their factory and made several decided changes and improvements in the arrangement of their works which will enable them to turn out a large product. In spite of the general condition of business, they have at times been unable to fill orders on some sizes.

U. S. STEEL HAS 150,000 MEN.

The United States Steel Corporation has on its pay roll at this time approximately 150,000 men. Of this army of employes over 100,000 are engaged in the various manufacturing properties of the corporation. Last year the total number of all employes in the service of the corporation was 167,709 compared with 168,127 in 1902. The total amount paid in salaries and wages last year was $120,763,896. This year's total will be much below that without a strike, because of reductions and dropping from the pay roll a large number of high salaried employes who were "taken over" at the time of consolidation. It is estimated that this year's salary and wage roll will not exceed $100,000,000.

"WHO'S WHO, IN NEW YORK CITY AND STATE."

L. S Hamersly Co., 49 Wall Street, New York, is the publisher of an invaluable book denominated "Who's Who in New York City and State," containing authentic biographies of New Yorkers who are leaders and representatives in various departments of worthy human achievement, including sketches of every Army and Navy officer born in or appointed from New York and now serving; of all the Congressmen from the State; all State Senators and Judges and all Ambassadors, Ministers and Consuls appointed from New York. Some idea of the field covered may be had by a glance at the following partial list: There will be lives of leading architects, artists, authors, civil engineers, clergymen, bankers, brokers, lawyers, merchants, manufacturers, physicians, leaders in the world of society and prominent men of affairs. It will contain over 5,000 Biographical Sketches. It will be a volume of over one thousand pages, printed on fine paper, and strongly and handsomely bound in cloth. The second edition, enlarged, will be published in January.

F. E. MYERS & BROTHER.

F. E. Myers & Bro., Ashland, Ohio, has been awarded by the Louisiana Purchase Exposition the Grand Prize, Gold and Silver Medals, for their inimitable display of Pumps and Hay Tools, which was pronounced one of the best in the Agricultural Palace, being in motion and decidedly effectual. These awards verify their claims as being the leading manufacturers of their class of goods in the United States.

HARVESTER TRUST GETS PLANT.

President Osborne for the first time in public has admitted at a general meeting of the employes of D. M. Osborne & Co., Auburn, N. Y., that the plant has passed into the control of the International Harvester Co. It is not believed the transfer will curtail the manufacture of implements there nor reduce the number of employes. No figures were given. The Osborne Company employ 2,900 men.

BRINGING THEIR PLANT STRICTLY UP TO DATE.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have recently installed two new 45 in. McCormick wheels, increasing their power 200 horse, which will relieve them of the necessity of running nights, as they have been doing for the past three years. They have had 30 men working on the excavating and wall of the raceway for the past three months, and the installing of these new wheels at an expense of about $20,000, will bring their plant strictly up to date, as are their goods.

READY-MADE ADS.

The John E. Bassett Company, New Haven, Conn. have been looked upon for a number of years as being very clever advertisers of Hardware. For the past five years they have used space regularly in daily and weekly papers, changing their ads. once or twice a week, during the entire period. They state that all these advertisements were written by a practical Hardwareman and with the express purpose of selling Hardware. In this respect they are different from the usual line of "ready-made" ads. They are certainly original and right to the point. In response to a very apparent demand this firm is now publishing a book which contains fifty-four of their very best advertisements covering the most seasonable things in the Hardware line from January to December. This book they are offering for sale to Dealers and it would seem that it would constitute a valuable addition to any Hardwareman's library.

WELLS & NELLEGAR CO.

The Wells & Nellegar Co., of Chicago, are preparing to enlarge their business. Robert C. Bialy, of Bay City, Mich., is to be associated with them in the active management of the business, and, with their well-known reputation and rapidly increasing trade, it is predicted that this company will soon be one of the large wholesale jobbers of the West.

They have long been a strong factor by their aggressive policy and are directly credited with having "busted" the well-laid plans for a *nail trust* in 1895, and they are now selling a line of Anti-trust steel goods, which under their own brand are meeting with universal favor. The low prices, fine second growth Handles and superior finish of this complete line of *Forks, Hoes* and *Rakes* enables them to sell the very best and closest trade throughout the West, and buyers will do well to secure their quotations before placing their orders elsewhere.

They report a much larger advance booking of business than ever before, not only in steel goods, but also in "Clinton" wire cloth, and netting, anti-trust barb wire and nails, "Clean Cut" lawn mowers, "Easy Monday" clothes wringers, "Cutmore" axes, *"Challenge"* cutlery, scythes, sheep shears, shovels, spades, files, tin plate, hammers and hatchets, and with the new, up-to-date catalogue that they will send out to the trade next season, and increased facilities for the prompt handling of their business and the general prosperity throughout the West, a large trade is already assured this company.

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HARDWARE

VOL. XXIX. NOVEMBER 10, 1904. NO. 3

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,
309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

There has been magnificent weather everywhere with the result of better conditions prevailing, business is coming to hand in larger volume and the demand is rapidly assuming the strength that carries the conviction that this year will bear comparison with previous years of abundance and promise.

No radical change in prices has made it difficult to dispose of the goods; even the few recent advances have not been taken full advantage of by the dealer who desires to place no obstructions in the path of the customer who wants anything at this end of the season.

There is a stiffening of the market on many things which is accounted for by the changes in prices of raw material which has been advancing in price to an extent that makes any concession difficult to obtain from manufacturers of leading goods. Orders are rapidly arriving urging delivery at once, and jobbers who have kept fully abreast of the times with full stocks are reaping the benefit of their wisdom by being able to ship their own orders promptly and thus keep their customers supplied with needed supplies.

Nails have been ordered by the trade largely, and the retail trade, fearing an advance, have stocked up in anticipation. The tonnage has been larger than usual, and advantage has been taken of the condition of the market to purchase up to the requirements. This would indicate the presence of money in sufficient abundance to make it possible to accomplish.

Crops give evidence of a satisfactory state of affairs, no matter whether the subject of cotton, wheat or corn is at issue, the yield of each is abundant and prices high enough to suit the demands of the planter or the farmer.

The demand for Builders' Hardware is now in good condition, so much building has reached a stage where the trim is ready to be put on, so contractors are compelled to close their jobs and have been in the market with unfilled specifications, making that class of goods in especial demand.

R. G. Dun & Co., in their weekly review of trade, express the situation truly when they say "Business improves steadily, and there is no evidence of anxiety regarding the future. Payments are more promptly met tending to stimulate preparations for the coming trade, and the disposition to limit purchases to immediate needs is gradually disappearing. Conservatism during the Summer and Autumn had a beneficial effect, reducing stocks to a low point. As demand broadens, this scarcity of supply produces pressure for quick delivery and prices are strengthened."

While there is still an excellent business being done in such goods as are suitable for the winter season, the holiday lines are largely added to brightening up the assortments and making them attractive.

Already the confidence in the trade for the coming year is auguring well for the future, and the belief is general that stocks will be in such condition when inventory is taken as will promise large purchases for spring trade.

The "Special Brand" Business.

We devote a portion of our space to the expressed views of the trade regarding "Special Brands," as that especial matter will be largely debated during the Convention proceedings, now less than one week off. It will be seen the retail trade are not enthusiastic over having them, fearing as they do that they are not what they seem, but in too many cases a grade lower down the line. It is to be supposed the Jobber will be loath to part with the privilege of special labels, private trade marks and other forms of advertising, and will fight hard for their retention. The manufacturer would feel more sure of the trade of a customer who would order his original brands indicating the quality he is anxious to uphold, and if it were left to the Retailer, there would be no doubt but that he would approve of this disposition of the subject. Both have good arguments to urge on the matter, but the Retailer will not be in the discussion. It is certain the Manufacturer would rejoice if the whole "Special Brand" business was wiped forever out of his calculations, for it has always been a fruitful source of anxiety, doubt and lessened profits.

DEATH OF ROBERT H. SWAYZE.

Robert H. Swayze died suddenly Saturday evening last while reading a newspaper in his home in Bound Brook, N. J. Mr. Swayze was born in Chester, N. J., in 1840. He came to New York early in life, and entered the marine insurance business, becoming well known among persons engaged in that line. For fifteen years he was associated with the Plume and Atwood Manufacturing Company, of Waterbury, Conn, and 29 Murray Street, New York. At the time of his death he was a director in the National Shoe and Leather Bank of this city and the first National Bank of Bound Brook. Mr. Swayze was one of the first governors of the Hardware Club, and on its organization became its first vice-president. A widow and one daughter survive him.

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SPECIAL BRANDS

In opening, in the columns of this paper, a discussion on "Special Brands," the publishers of HARDWARE are carrying out their policy to further any movement for the benefit of the trade. The opinion of HARDWARE on the subject of "Special Brands" will no doubt become apparent in what follows, but a free and full discussion is invited. Communications from Retail Dealers, Jobbers and Manufacturers are solicited and they will be published regardless of the side favored. It is our desire to obtain an expression of opinion from every one interested sufficiently to have formed an opinion, either by letter or interview, to the end that the feeling of the trade at large on this subject may be revealed.

Every branch of the Hardware business is interested in that much discussed subject "Special Brands," and throughout the whole country Manufacturer, Jobber and Retailer are doing some pretty heavy thinking. As a general thing manufacturers are found strongly opposed to the "Special Brand" idea and in most cases the retailers are found advancing opinions similar to those of the manufacturers. On the other side of the question can be found all, or at least a large majority, of teh Jobbers. Thus the line of battle, as it may be called, is made up and the outcome will be watched with great interest by every one identified with this trade, and by those in many other lines of business as well.

Recently the writer sent out a number of letters to Retailers, Jobbers and Manufacturers asking for opinions on the subject. A large number of replies have been received, several of which appear farther on in this article. There seems to be a disposition particularly among Manufacturers and Jobbers to refrain from making their opinions public. The value of anonymous opinions on this or any other subject is questionable, and the writer fails to see how a satisfactory settlement of the matter can ever be reached unless those interested come out in the open "flat-footed" for or against the question under discussion.

One manufacturer recently said to the writer: "I have been making goods under Special Brands for several years and I am still making them but I don't hesitate to say that I am most heartily disgusted with the present condition of affairs. Manufacturers talk about the domineering tactics of some labor unions but I want to say most emphatically that the man who has to deal with the walking delegate is in "easy street" as compared with some firms who are turning out the greater part of their output under Special Brands. The head of such a firm is tied hand and foot with his contracts and has about as much to say about running his business as has one of his foremen. Of course this is an extreme case, but there are many such and it points the way Special Brand manufacturers are traveling."

"I can understand how a man just starting in the business of manufacturing Hardware, with small capital, can be induced to make goods marked with another firm's name or trademark, when by doing so he can secure large contracts.

THE NEW MANUFACTURER

no doubt says to himself "this will give me a start and when I get on my feet I will make these goods under my own name." He overlooks entirely the fact that as long as he makes goods under any other brand than his own he is working for the other firm, and building up a reputation for the other firm and not for himself, and that at the end of three or five or ten years his "start" will consist of just what he had when he commenced plus the small profits accumulated, if any. He has established no reputation for his goods; the retail dealers never heard of him; and when he puts his own brand and name on his own product it is as if he has just started in business; meanwhile the firm for whom he was making goods gets some other manufacturer to make these goods under the same brand as before, so that Mr New Manufacturer finds that not only is he not known to the trade, but also that he has raised up a competitor."

"Take the firm that has been in business for several years making goods under its own name and trade mark, and that, by making honest goods and by skilful advertising has made itself known throughout the world of Hardware. The moment such a firm begins to make goods under another firm's brand, it begins to

LOSE ITS IDENTITY

and later on, instead of leaving to posterity a "good name—rather to be chosen than great riches"—it leaves—a pile of "Special Brand" contracts. Take for an illustration another line of goods. How long would it take the soap-using world to forget "Good morning; have you used Pear's soap?" if the manufacturers of that well-advertised article would commence turning out its product under the name of "Plum Soap?" How long would people remember "Spotless town" if Sapolio should be placed on the market as "Jones' Soap Powder," or "Sunny Jim," if the manufacturer of "Force" sold its product to Tom Jones & Co. under the brand of "Tom's Breakfast Food?" Millions of dollars have been spent to make the world know and remember these articles, and if the change I have mentioned were made, the accumulated results of all this advertising would be thrown away, and I am sure that the average business man would say that such action on the part of these manufacturers would not only be suicidal, but as well evidence of insanity; yet there are Hardware manufacturers in this country whose goods are as well known among retail dealers as Pear's Soap is among the people at large, who are gradually getting deeper and deeper into the mire of Special Brands and who will wake up some morning and find themselves forgotten if they do not, by a supreme, united effort, extricate themselves and do business under their own colors"

* * *

A manufacturer of edge tools was in this office a few days ago, and, without hesitation, expressed himself as "dead set" against the Special Brand idea, at the same time admitting that he was making a few goods under other firm's marks. He said: "I have had a number of very

DISAGREEABLE EXPERIENCES

in making goods under Special Brands and hope the time is not far distant when I can get out of that kind of business entirely. Recently I sold three hundred dozen of a certain tool, that I had always made under my own brand, to a western jobbing house on condition that I use the Jobber's label. I had been trying to get that firm's business for a long time and, while I did not fancy sending out these goods under the Jobbers' mark, business was dull at the time and, as it seemed to be the only way I could get that firm's orders, I accepted their proposition. The price was, of course, rock bottom, and I had to spend over $50 getting special labels printed. I shipped the goods and, after a reasonable lapse of time, began to wonder why no more orders came from that firm. Correspondence failed to bring the business, so I went out there to see them. They expressed themselves as being entirely satisfied with the goods and admitted that they were all sold and then coolly told me that another manufacturer was making the goods now, he having submitted a price five per cent under mine. Did I make any profit on that jobber's order? Well, I should say not!

"A certain railroad has been using some of my tools, buying in large quantities for some length of time. I had been selling them direct at regulation quantity price. All at once there was a cessation of orders from that source and, on investigation, I found they were buying from a jobbing house. That fact didn't trouble me until I discovered that the tools they were buying from the jobber were made in MY shop under that jobber's special brands, and further, that they were getting the goods at two and one-half per cent under the price at which I had been selling goods bearing my own brand to the railroad. I had raised up a competitor to my own business."

* * *

A RETAIL DEALER'S EXPERIENCE.

While on a recent vacation trip to the western part of Pennsylvania, the writer called on a Hardware Dealer, an old acquaintance, and the talk drifted into the subject of goods bearing Special Brands. The Dealer, who by the way, is rated as one of the most progressive in his line in that section, expressed himself most emphatically on the subject. He said among other things:

"The Hardware stock of to-day is made up partly of well-known standard articles and partly of goods that few, if any, of our customers ever heard of. Trade marked and other goods

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bearing the maker's name that have been on the market for some length of time can be sold without any great amount of argument with the customers, but when we attempt to substitute an article bearing an unknown mark, then there is trouble and hard talking ahead. This is especially true in selling tools. If a carpenter comes in here after a plane, he asks for one of the well-known makes, say "Stanley" or a "Union;" I've got the goods; the sale is made in a moment, and Mr. Carpenter goes away satisfied. Now, suppose the manufacturers of these planes should make a contract with the jobbing house from whom I buy goods, to manufacture these planes for them under the name of "Easy Cutter;" I put in a stock along with other goods. A carpenter comes in and asks for a "Union" or "Stanley" plane and I hand out the "Easy Cutter," saying at the same time, "It's the same thing under another name." Now that carpenter may be able to see that it is exactly the same article in every respect, but the absence of the familiar brand at once creates a doubt in his mind as to whether he wants that particular plane or not. A long argument from me may in the end bring about a sale, but the carpenter goes away feeling that he didn't get what he wanted, and furthermore his feeling toward me is not the same; I have

SOLD HIM A SUBSTITUTE

and he is displeased, and, while he may come back for more goods, a too frequent repetition of such substitution will, in the end, drive him to another store. I believe that the secret of success in the mercantile business is to have in stock what my trade demands, and in selling them goods, to endeavor to follow their wishes instead of attempting to turn them another way.

"Then there's another thing. Why is it that my customers often come here and ask for certain goods without knowing whether I have them in stock or not? It's because some one has told them about those goods, or, what is more likely, those goods are being advertised in the magazines or other periodicals? This kind of advertising is a big help to the Retail dealer, and I am always more inclined to buy a stock of an article that is being advertised than when it is not. Many articles in the regulation Hardware stock are being well advertised, especially safety razors, refrigerators, varnishes and paints, and sporting goods, and when I find either through my trade paper or the traveling salesmen that certain goods are being advertised extensively, or when I see that advertising, I am at once inclined to favor that article in making up my orders.

"I can't understand why a concern, after establishing a reputation by good advertising and honest business methods, will throw away all the results of years of hard work by making their goods for some other firm under the other firm's private brand. It would be about as sensible for me to lease this store and stock to my competitor across the street for ten years and come back at that time expecting to take up my trade where I left off. Any one would say that I would find my old customers buying goods of the other fellow and I would have to start all over again. I've been fourteen years building up a good name in this town, and I'm going to hold on to it until I retire from business."

HOW IT AFFECTS RETAIL TRADE.

The following letter comes from J. W. Thurber, president of the H. H. Mayhew Co., Shelburne Falls, Mass.: "We are not greatly troubled in comparison with some manufacturers with requests for special brands; such requests are immediately turned down and we have never had occasion but once to reverse our decision. We are not in favor of special brands; our reason is that the buying public, or consumer, is the one really interested, and to him the name of a tool is indicative of its quality. The name "Mayhew" on a certain tool means something to the user; whereas that identically same tool in finish and quality, bearing the brand of a jobbing house means nothing to him; multiply this jobbing house by fifty or a hundred on the same tool, and the tool has lost its identity; its actual value as a tool is not apparent, for the consumer cannot carry a multitude of special brands in his mind.

A tool marked "L. S. Starrett" is known the world over. Let one hundred jobbers take the same tool and sell it under their own brand, if they can; the consumer will still call for the "Starrett" tool.

The manufacturer has not the same interest in a tool sold under some one else's name; he has a pride in all his product that bears his name. You may say the jobber has just the same pride, but he is at the mercy of the manufacturer; the jobber cannot guarantee the tool except with the consent of the manufacturer. If the jobber wishes to be a manufacturer, let him be so in every sense of the word, but not assume he is a manufacturer and use that as a leverage to sell a tool he does not actually manufacture, but one that bears his brand.

It is very general that the jobber in requesting special brand wants them at a reduced price; in other words, he wants the same tool that you sell at $1.00 under your brand for eighty cents under his brand; the loss is twenty per cent, plus the extra labor and cost of dies, labels, etc.

So altogether we consider the question of special brands as of great importance and we believe in discouraging it all we possibly can and in doing so we intend no injury to the jobber; on the contrary, we think our name is as valuable, if not more so, on a tool than the multiplicity of jobbing houses on the same tool.

You are at liberty to use this letter, or any part of it, for publication, for we should use the same arguments to our best jobbing friends.

* * *

AN EMPHATIC PROTEST

from a manufacturer of shovels and Hardware specialties:

"Referring to your letter of the fifth, asking our views on the matter of "Special Brands," will say that we consider all such requests as an imposition on the manufacturer; that is, at least where he is asked to put special labels on his best grade of goods. For instance, we manufacture a Lawn Rake on which we have spent years building up a trade. Along comes some jobber and insists on having a special label put on those goods so he can advertise them and build up a trade for himself under that brand. Perhaps in a year or two some dispute may arise in regard to the matter of price, and the jobber can go and buy an inferior article of some other manufacturer and put it out under that same brand; while if our own labels had been used, he could not buy other goods and offer them as KOHLER'S Rakes. Manufacturers should all refuse to put on special labels except on second quality goods, not merely from the standpoint mentioned, but because it is always an extra expense.

We had one case of a large buyer cutting us off from their trade not because we refused to put on their special labels, but because we objected to paying for the labels they furnished us to put on. They even wanted to charge us with the express charges on the labels. We declined to pay for the labels and the expressage as a matter of principle, and not on account of the amount involved, and we feel that the buyer in this case was absolutely in the wrong.

We would like to see manufacturers take a decided stand against this practice. Jobbers are always making some kicks about the manufacturers, but you can see that there is something to be said on both sides.

Yours very respectfully,

F. E. KOHLER & Co.

Canton, Ohio., October 8, 1904.

* * *

AN OPPOSITE VIEW

is expressed in the following communication from a prominent Southern jobber:

"In reply to yours of the 6th, will say that we have very definite views on the subject of *Special Brands,* for the reason that we have always found that we could secure a better profit on special brands than on factory brands, and it seems to us that if we jobbers are willing to spend time and money to create a demand for "Special Brands," that we should have the privilege and not be forced by the factories to buy something that we will lose money on, which is nearly always the case with standard factory brands. As long as we are able we shall always resist the effort of the manufacturers to deprive us of the privilege of "Special Brands."

Very truly yours,

KING HARDWARE Co.

Atlanta, Ga., October 8, 1904.

* * *

The manufacturer of an exceptionally well advertised article, who does not wish his name mentioned, writes as follows:

"We think it unjust of any jobber or wholesaler to request a manufacturer who spends thousands of dollars for many years in advertising the good quality of his merchandise and who, to keep up the reputation of their house, always makes it a point to provide absolutely mechanically perfect articles, should give the benefit to the jobbers and wholesalers by making the same articles under a different name. In a short space of time the manufacturer's name would be lost to the public and he would be at the mercy of the wholesaler and jobber. It would only be a question of time when the jobber would take advantage of the manufacturer's position; we do not say all of them, but some may, and under the special brands that they would be selling the article would in competition, perhaps, be able to obtain it somewhat cheaper, placing the article on the market and thereby injuring the sale of same. Speaking for ourselves, will positively state that we would never entertain any proposition to put our product out under any special brands or names. We advertise our brand and name extensively, as we have in the past, and

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always make it a business to provide the same high quality goods, so as to insure success mutually to ourselves as well as to the users."

* * *

A QUESTION OF QUALITY.

The president of the Connecticut Retail Hardware Dealers' Associtiaon, W. A. Church, writes as follows:

Gentlemen—I am in receipt of your favor of the 12th and note your allusion to the very general discussion of the subject of selling Hardware under "Special Brands."

As you ask for an expression from retailers, I would say that as far as my experience goes I am inclined to lean toward the old-fashioned method of building up business on the merit of the goods. I prefer to make my push on goods of well-known merit and sell them under the manufacturer's name. When I offer a customer a Disston Saw with Disston's name stamped on it, I do not find it necessary to do much talking to convince my customer that he is buying a good article, for as a rule he knows the goods as well as I do myself, and knows on general principles that a saw made by Disston with his name stamped thereon is absolute evidence of the superior quality of the goods. I can see no especial advantage to the retailer in selling under his own name unless he is offering an inferior article and is using same to advertise his business.

If this is the end sought he had better affix his advertisement under the regular brand of the manufacturer on a first-class article, and depend upon the quality of the goods to increase his business.

To my mind this question is not a particularly important one to the retailer. It is entirely overshadowed by the too common practice on the part of the manufacturers selling direct to the consumers. This is the trouble the retail trade is suffering from more than anything else, and it is very much to be regretted that some of our largest manufacturers are not inclined to consider the retailer's interest in the distribution of his goods. This particular subject is interesting the Hardware associations throughout the country and will be thoroughly ventilated at our Spring meeting. The attitude of the Hardware associations throughout the country on this subject is likely to take a very aggressive position within the next year. It is a subject that I am inclined to think will be worth careful consideration by the people who are to assemble at Atlantic City in the near future.

* * *

In reply to yours of the 5th, would say the writer has written to about a dozen Hardware manufacturers on the Special Brand subject, and without exception they agree that when the manufacturer puts out his goods under other than his own brand, he has given away the benefit of any advertising he may have done, and we feel that in doing so he has given away one of his most valuable assets, provided he makes good goods. If he turns out poor goods he is wise in having them go out under another name, and, as many jobbers put goods out under their own name because they can get a lower price than under the manufacturer's name, it is evident the goods are not worth as much, and it should be understood that if goods are of the best quality, the manufacturer wants his own name on them. When the trade understand that to be sure of first quality goods they must get the maker's name with the goods, the question of Special Brands will soon be settled, and no manufacturer can afford to give away a good reputation. CRONK & CARRIER MANUFACTURING CO.

* * *

Your favor of the 11th, in which you ask for an opinion with regard to "Special Brands," is received.

I am a believer in "Special Brands" where the quantity purchased by the retailer justifies it.

In this day of keen competition in Hardware, not only among our fellow-dealers, but that of department stores and catalogue houses, we feel the urgent need of some means of controlling prices on many staple or special articles we sell. Special Brands of our own always place us in a position to get a legitimate profit, and if the quality be what it should be we establish a trade on the particular articles sold, and a good reputation for our store. In many small stores, and with a great many lines in the Hardware trade, I consider Special Brands to be impracticable, but for a multitude of dealers it would mean their financial saivation to push Special Brands of their own in many lines.

THOS. A. NICHOLS.

(Member of Board of Directors of the Iowa State Association.)

* * *

IN FAVOR OF SPECIAL BRANDS

if they are the best, is the opinion of Fred'k Neudorff, secretary-treasurer of the Missouri Retail Stove and Hardware Dealers' Association. He writes:

My judgment of thirty years' experience in the Hardware business is all in favor of exploiting Special Brands. If they are the best, and controlled exclusively, they are both trade-makers and very profitable, the two elements which make success. I am selling some brands exclusively for over twenty years and they are a constant source of satisfaction. I try to be exclusive on all lines sold.

* * *

CUSTOMERS WANT STANDARD GOODS

is the experience of F. B. Standart, of Holland, Mich., member Executive Committee of the Michigan Retail Association. He writes as follows:

I have always thought that while perhaps the profit on the sale made on Standard Manufactured goods might not be quite as large, yet in ten years' time I feel that with good goods sold at right prices and the manufacturer's name established with a customer, that the aggregate profit and the satisfaction of doing business will be greater than it would be with some special brand of goods.

I have found this: You sell an article that the people know is all right, and that has a reputation back of it, if as the manufacturers are liable to make an imperfect article, a little too soft, perhaps, they will say it is all right, because the manufacturer and retailer are willing to make it satisfactory.

While if you sell a special brand, something that they do not know, and which a great many times is sold against the customer's judgment, and the artcile does not prove satisfactory, he condemns you and goes somewhere else to buy a duplicate.

This has been my experience so far, and, of course, one must judge the goods that they buy, by their trade. I do not think it policy to sell any customer an article that you feel at the time of the sale, is not what he wants.

* * *

PROFIT LESS—BUT LESS ARGUMENT NECESSARY.

We are pleased to acknowledge receipt of your communication of October 6th, asking our opinion upon Special Brands. It has been our policy to try and steer clear of "Special Brands" at all times. We would very much prefer to sell an original article with the manufacturer's name and brand at a less margin than to take up time to argue to the people that the "Special Brands" are just as good if not a little better than the manufacturers' brands.

We think that we have made money in so doing, although we admit the profits are less by using the manufacturers' brands.

Not wishing to enter into the discussion any farther than to say we are entirely satisfied with first quality goods in manufacturers' own brands,

Very truly yours,

THE JOHNSON HARDWARE CO.,

(Chas. S. Johnson),

Members of Nat'l & Ohio Hdwe. Asso'ns.

Barberton, Ohio, October 10, 1904.

* * *

THE LOUDEST TOOT WINS.

The following is from George J. Bassett, second vice-president of the Connecticut Association:

The question of special brands, already a serious problem for the manufacturer and jobber, is becoming a matter of increasing interest to the retailer. Accustomed as he has been, in the majority of cases, to handle goods of certain makes in each of his various lines, he finds it difficult to drop these and take on goods of other makes which are becoming popular through systematic advertising. And yet the new goods, or old goods, under new brands, are being so extensively advertised in popular magazines and trade journals that he finds one man asking for a "Mago Bono" Razor and another for a "Clean Clipper" Saw, and neither of them willing to try the regular goods he has on his shelves. Of course if he is enterprising he will have a special brand of his own, and by dint of persistent advertising he will try to educate his immediate public to ask for that brand and refuse substitutes. But the public is like a child—always wanting something new—and it likes to read advertisements—bless its heart—and it believes them, too. So it reads about the special brand goods so well advertised in the popular magazines and the dealer must have them or lose trade.

It's the multiplying of these special brands that I view with most alarm—when will it stop? It's hard enough to carry two or three brands of saws and razors and other things that are identical except in name, but when every manufacturer and every jobber is exploiting his goods in print how will the retailer be able to supply the demand from his limited stock?

It will finally end in a triangular fight between maker, jobber and retailer—each man blowing his own horn, with the man who toots the loudest in the lead. And the retailer should get him-

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self in line by having his own brands whenever feasible and persistently pushing them, not excluding others from his stock, but keeping moderate stocks of such special brands as are uppermost in the public mind from time to time. But all the time while willing to supply the goods asked for he will still be pushing out his own good goods with his own backing and his own brands until these brands of his are so well known in his own locality that he can be quite independent of any others, no matter how well they are paraded before the public.

* * *

SPECIAL BRAND—NO GUARANTEE.

The following brief, but to the point, letter is from the secretary of the Wisconsin Retail Hardware Association:

In reply to yours of the 11th inst., I would say that I can only speak for one, but my idea is that it is an objectionable feature for any man to push "private brands," for the simple reason that it is not a guarantee of quality, as I look at it. I have sometimes pushed my own brand for a season, but it was not a success, upon anything I did not manufacture myself, and upon which I could maintain the quality. C. A. PECK.

* * *

YES—BUT,

This well-known firm will make Special Brand goods under certain conditions. They write:

We have not furnished our wares to customers in special designs, except when they pay for the entire cost of getting out the design and order a large quantity of the goods to be taken at once. Under these conditions we are put to no extra expense which is not borne by our customer, and in that way we are very glad to furnish the special design.

Yours truly,
THE BRONSON-WALTON CO.

Cleveland, Ohio, October 10, 1904.

* * *

We are in receipt of yours of 6th inst., in regard to *"Special Brands."* We do not believe that special brands are a good thing for the merchant. We think that the old standard brand goods are the best and give better satisfaction. It is much easier to sell a Hunts axe, a Jennings auger or a Disston saw than any "special brand" of the same goods, although the latter may be just as good. The consumer has become accustomed to using certain lines of goods, and when he calls and asks for it it is certainly easier to be able to give it to him than to persuade him that another kind is as good or better. With the special brands the country merchant has to do all the missionary work and wholesalers reap the benefits, as there is more money in the special brands for them, and the retailer gets none of it. We are decidedly opposed, as stated above, to the "special brand" business, and we avoid buying them wherever it is possible.

Hoping that this letter covers the ground and is satisfactory to you, we are,

Very truly yours,
THE NICHOLS HARDWARE CO.,
By A. H. Nichols, President.

Chico, Cal., October 18, 1904.

* * *

THE MANUFACTURER A PENANCE.

From the articles that have appeared in the various trade papers during the past year, written by wholesalers and retailers, one but could conclude that the manufacturer was a huge policeman, who held the destiny of the retailers in the palm of his hand and with a club could defend them against all approaching danger, and that it was up to the manufacturer to put the catalogue house out of business.

I sincerely hope the trade papers' discussion of this matter is ended, and that the jobber and progressive retailer will commence an educational campaign among the retailers, who have not waked to the fact that the success of the catalogue house is due almost entirely to methods employed by the indifferent retailer. The manufacturers, as a whole, will lend every assistance consistent with good business, and all any reasonable dealer would ask, but they are powerless if the retailer does not help himself. We live in an age of progression, and the dealer must change and advance as the times change.

Fifty years ago the present method of advertising would have been considered absurd and probably had very little effect, as the time was not then ripe for present methods, but to-day many a Hardware man is doing his advertising as his father did, runs his store in the same back number way, without order or system, sells his goods on long time and long prices, and is it any wonder these few dealers lost the 5% or 10% of Hardware sales to their catalogue competitors? Very little business is lost by the dealer who is a modern Hardware merchant and does business on up-to-date lines.

All lines of trade have their troubles, and when the Hardware dealer is relieved of all competition, such as 5 and 10 cent stores, racket stores, range peddlers, etc., and imagines henceforth his business will be a bed of roses, I fear he will find a few thorns concealed therein.

We all expect these annoyances in business, and the catalogue house proposition is for the retail merchant to battle himself with the assistance and support of the jobbers and manufacturers.

If the jobbers had worked, as some of the best posted know they should have, for the real benefit of the retailers during the past year in urging the indifferent retailers to modernize their methods instead of trying to flatter them in their slothfulness, the dealer would be far better off to-day, but the jobber has evidently been afraid of offending his customer, and blamed the manufacturer when he—the jobber—knew the trouble was with the retailer.

The catalogue house works on present methods of merchandising, has system and brains back of it, and the up-to-date Hardware merchant has no more trouble from it than he will from some other source as long as he is in trade, but it is the *dealer*, not *merchant*, who lets the steel range peddler sell a carload of stoves to his customers at 30% more than he, the dealer, asks for a better stove, that has the most trouble with catalogue house competition and kindred evils and wants them legislated out of business.

I have been intimately associated with the retailer, was at one time a member of a strong State association, have sold the retail trade as salesman and the jobber as a manufacturer, and I find in the State association that generally the dealer, who shouts the loudest about his troubles, is the one who needs most to modernize his own store and prices.

I thoroughly believe in the State and National associations, but if they would do more "Missionary" work among the dealers, who make it possible for the catalogue house to thrive, it would be better for dealer, jobber and manufacturer.

Heretofore the dealer has not had the nerve to say to his brethren, who are not in line with merchandising as it is done to-day, *"You* are responsible for present conditions," the quicker he does so the better for all concerned. But on the lines they have been working the jobber dare not offend and the dealer feared losing a member of the association, not one-tenth has been accomplished that otherwise could. Do less "Resolving" for effect, but work on sane lines and in the right way, and all in the Hardware trade will be happy. C. F. M.

THREE VIEWS OF THE SUBJECT.

By F. F. PURDY.

The subject of special brands is one that is forcing itself on the attention of the trade to an extent that makes it imperative for everybody to seek a basis upon which to deal with it in a way to best subserve his own interests.

It may be interesting to take up this matter from the standpoint of each of the three branches of the trade. Take it first from the viewpoint of the manufacturer.

The manufacturer has his plant to keep actively and profitably employed, which outweighs with him all other considerations, and reinforces in a potent manner the temptation to accept an offer from a jobber to place an order for a large quantity of his standard goods, to be made and sold under another name than that which has for years been one of the important assets of the plant. It takes a strong man to exercise sufficient prescience and real mental energy to marshal the reasons before him for turning down an order for perhaps several thousands of dollars worth of his goods simply because he is asked to sell them to one house under a new brand—and then to do it.

Why should he? The cash is ready after delivery, all risk is eliminated, and things will be kept humming at the factory for days. This may be answered to an extent from the experience of a manufacturer of textiles.

At first the manufacturer sold his product to retailers, but subsequently assumed relations with three large jobbers that resulted in his gradually transferring his entire line to them, discontinuing his advertising, turning his salesmen loose, and simply becoming a hired man for three big customers. This continued for a few years, and the jobbers, of course, sold the goods under their own names. The maker's name was forgotten. He dropped out of sight and became but a dim reminiscence to his old retail customers. All at once there was one of those convulsions in trade that destroyed his business with all three houses almost simultaneously, and it nearly accomplished his ruin. His savings, resources and credit were all but exhausted before he was able to fight his way back to a solid basis on the old lines.

But it might be suggested that a better policy would be to retain an old line of customers, and occasionally take a flyer in the shape of a big order for a special brand, even at a shaving in

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price. But there are many Hardware manufacturers who have tested the fallacy of this reasoning. Under these circumstances a manufacturer, in a way, becomes his own competitor; he weakens the foundation he has built under his own standard brand. He embarrasses the regular handlers of his product by enabling their cut-rate competitors to offer a substitute of merit that not only hurts the business of his best trades, but his own best business. Furthermore, he is violating the confidence of an army of dealers who are rapidly becoming more strongly organized to combat this condition.

Again, by not pushing his standard brand in every way in his power, by printers' ink and by the skill of the salesman, he is falling short of the best results, and really pulling against the stream—going directly opposite to the experience of the foremost producers, which is to popularize their own brand, be it Hardware, shoes or breakfast food; put on full head of steam and create such a demand from consumer and retailer that nothing but the advertised, well-known brand will do. There is a quicker yielding, less resistance, a greater fruitage, in a campaign of this kind in the Hardware trade than any other we can think of. Tools are all but friends, and artisans have their wants so thoroughly burned into their brains that no substitute will do. The wonder is that Hardware manufacturers have done so little in making new friends for their specialties by talking direct to the people about them. To do this is the trend of modern times. The producers of the cereals put their goods up in packages under a well-known and advertised name, and have learned that there is much more profit in this practice than in selling their goods in bulk.

Then come the jobbers. The preceding remarks are in no wise to be taken as antagonistic to their interests. There is a wide and growing field for their efforts. They have been sufficiently resourceful to look out for their own welfare and to increase their sales, and no doubt they will continue to do so. In certain sections, like the Southwest, with St. Louis as the rallying point, it is not at all strange that certain jobbers find it advantageous to control a brand of their own, in various articles, and have the goods made up in vast quantities at a price that will give them practical control of the market in many portions of their territory. In fact, in nearly all sections, there are numerous instances where jobbers have recourse to special brands with advantage to themselves. And they are not to be blamed for pursuing this policy. They are getting what they pay for and it is up to the manufacturer whether the jobbers get the goods or not. If Special Brands were eliminated, the jobbers would find a way to maintain the extent of their business, there is little doubt, and furthermore, it is not due entirely or even chiefly to them that this matter has come to be looked upon generally as such an evil in the trade. Sentiment against Special Brands is growing, and the interests of the manufacturers and dealers being identical, we look to see their use greatly curtailed in view of the organization which is under way, largely in opposition.

Now we come to the dealer's side. They have constant inquiries for the standard brands that they are prepared to meet from a full stock. Standard brands command a standard price, which they pay and ask for their goods. Suddenly they are confronted with the problem of articles of merit under another name being sold by a neighbor at possibly a reduced price. All these conditions are too familiar for iteration. There are always certain dealers or department stores that are on the hunt for leaders or bargains. The sales of those establishments are much less than the combined sales of the regular stock of the conservative single line dealers, but the competition of the sales of special brands is irritating and unsettling to prices. Consequently the dealers are becoming practically united in their opposition to Special Brands.

The retailers, of course, feel the competition of Special Brands most keenly. It reaches them first. The manufacturers also feel it, but more indirectly, and consequently have not been quite as active, as a whole, in their opposition. But in the entire trade the old law holds good that one branch of an industry cannot thrive long at the expense of the others, and that the healthiest condition in the long run is that in which there is equal participation in the benefits to be derived from the prosecution of business.

THE TRADE MARK.

Next to a Good Name, the Manufacturer's Best Asset.

The substance of the following is taken from a booklet of the George Ethridge Co., and contains most valuable advice for those in the Hardware trade, particularly in view of the present discussion on the subject of "Special Brands."

In this particular period of our industrial growth nearly everything is bought by brand. People call for the most ordinary articles of every-day use, such as soap, canned goods, meats, preserves and salt, razors, cutlery, stoves and guns, by the name of a brand. In fact, it would be difficult to mention any article which is not being more or less cleverly advertised in this way, and it is safe to say that there is no article manufactured which cannot be so advertised. A lamp chimney is certainly about as humble a piece of household furniture as can be imagined, yet to think of lamp chimneys is to think of Macbeth.

Your trade mark represents your excuse for being in business. That is to say, it stands for those characteristics or qualities of your goods which make them saleable. Your trade mark or brand is the identifying stamp by which the public can tell your goods from those of your competitors, and you are not doing your full duty to yourself unless you educate the public up to the point of believing that its best interests will be served by purchasing goods bearing your brand.

A trade mark is of no particular use unless it is advertised, and its value may be raised to almost any degree if the advertising is good enough and persistent enough—providing, of course, the goods are right. Any man who makes a good article is missing a tremendous opportunity if he does not advertise his trade mark, and keep at it continually.

The manufacturer who does not do this is

DEPENDENT UPON THE JOBBER

to a very uncomfortable degree, and, if that gentleman so desires, he can make any particular line of goods take a back seat.

Some manufacturers have met with a large degree of success by eliminating the jobber altogether, and going straight to the consumer with their advertising, and filling the orders of the retailers themselves. In some lines of business this works very well, but, as a general proposition, such a course, having, as it must, the result of making an enemy of the jobber, is bad policy. In business it is best to have no enemies at all—not even among your competitors—and to openly declare war upon so powerful an element as that represented by the jobbers is in most instances something to be avoided. It is much better to let the jobber in for his share, keep his good will, and, if possible, earn his active support. Your brand can be popularized and your trade extended without in any way getting into difficulties with the jobber.

In order to get the most out of a trade mark, it is necessary—

First, to make the public understand and believe that your particular trade mark stands for certain most desirable qualities, and that to secure those qualities it is absolutely necessary to call for your brand of goods, and insist on having them.

Second, to impress the same facts upon the retailer, make him understand and believe, that, in order to give his customers the service which they are entitled, and thus build up his own business, he must carry your goods, and, that you are extensively advertising this fact to the public, thus creating a demand which he could be ready to meet with the goods.

Third, to keep the jobber thoroughly informed as to what is going on from your end of the line with the public and with the retailer, thus convincing him that his own interest lies in actively assisting in pushing your goods.

In order to achieve success the

PUBLIC DEMAND MUST EXIST,

the need for the goods must be present, though perhaps latent. If, however, the goods are what they should be, and meet a public want of sufficient magnitude, and can be manufactured and sold at a reasonable profit, there is absolutely no limit to the success a manufacturer may achieve, provided he is broad minded and energetic enough, not only to stamp

HIS OWN TRADE MARK

upon his goods, but to stamp it indelibly upon the minds of those who might buy his goods.

The trouble with the average manufacturer is either that he is too timid to push his proposition to the limit, or else, that he is satisfied to be a moderate success and to sit back and be comfortable with what he has acquired, or to make his goods under another firm's name and brand regardless of his loss of identity by so doing. If it were not unkind to do so, it would be possible to name a great many manufacturers who have, by advertising their brand, built up a good business, and then leaned back in their chairs and were content with the steadily decreasing volume of trade which the impetus they originally gave their business continued to bring in. Such men stop before they really arrive.

The thing to do is to educate the public to call for goods bearing your brand and then keep on, month after month, year after year, until the end of things. The moment you cease telling people to call for the "Ajax" Brand and insist upon having it some other fellow begins to tell them to call for the "Venus" Brand and insist on having that. If you keep up your end, you have the advantage, because you were there first, but if you don't, the other fellow will speedily gain an advantage by being there last, and you will begin to drop out of sight.

It is all very well to say that the people know all about your

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goods and your trade mark, and there is no use in spending your good money in telling them what they already know. Not many years ago, St. Jacob's Oil was one of the best known liniments in America and one of the best sellers. It was to be found in every drug store in the country, and was known in an enormous number of homes. When a change in business management occurred, the new managers came to the conclusion that everybody knew all about St Jacob's Oil, that there was no use in keeping its name and virtues before the public, and that the thing for them to do was to sit tight and spend the fortune that had previously been annually used for advertising. The result was that in an absurdly short time St. Jacob's Oil not only disappeared from the newspapers and billboards, but from the drug stores, from the homes and actually from the memody of the people, and one of the most valuable medicinal trade marks in America went up against the wall with a thud.

The character of advertising which may be utilized to exploit and give value to a trade mark depends upon the character of the goods. As a general thing, the place to begin is at both ends and in the middle. The public, through the medium of either magazines or newspapers, or both, must be told to call for the goods bearing your brand, and why it is wise and profitable to do so. The trade mark should be reproduced and laid before the people, not once or twice, but continually and persistently.

Before the advertising to the consumer really begins, the advertising matter should be placed before the retailer in the leading trade journals. The retailer should be told just how this advertising campaign is to be carried on, what publications are to be used, etc. He should be made fully to understand that the public—his public—is to be told to

CALL FOR YOUR BRAND

of goods, and that you are going to keep on telling it. He should be told that this demand which you are going to create is for his benefit as well as yours, and the demand will sooner or later, and probably sooner, be felt by him. It becomes his duty to himself and his public to get the goods in stock and be ready for the demand. It is not sufficient to tell the retailer this story once. You must keep after him and see that he is kept full of your story and your plans. You will not be able to infuse him with all your enthusiasm, but if you keep at him, you will make an impression upon him which will result in placing your goods on his shelves. He should be told to order the goods through his jobber, and the jobber should be kept informed as to what you are doing, both with the retailer and the consumer. The jobber understands thoroughly the power of advertising, and will be found in most cases more than willing to lend his assistance.

A campaign of this character, properly planned and carried out, brings a demand on the retailer by the consumer; brings a demand on the jobber by the retailer, and brings a demand on the manufacturer by the jobber. Then the chain is complete, and the only thing to do is to keep it moving.

In some cases goods have particular merits or patented features which lift them so far above ordinary goods of the same kind that a large and prosperous business may be built without appealing to the consumer at all, but simply by working on the retailer and pointing out to him why your goods should be handled and why they will be more profitable to him than by others.

This matter of advertising your brand of goods and your own trade mark is something of tremendous importance. The possibilities are practically unlimited. Most manufacturers are proud of their trade marks. They like to see them and to have them displayed prominently for the reason that to its owner a trade mark is eloquent of many things. To the general public, however, a trade mark is a mere picture or device. It means absolutely nothing. The way to get the real value out of a trade mark is to tell people what it means. Translate the hidden meaning of your trade mark to the buying public and keep on indefinitely. If you do this and cannot make a fortune within a reasonably short time, there is something radically wrong with your proposition, and you had better tackle something else.

♣

J STEVENS ARMS & TOOL CO., Chicopee Falls, Mass., have sent us one of their recently issued folders exploiting their "Little Krag" rifle Number 65 and their "Ideal" Number 044½, English model, also their double-barrel hammerless shotgun, on all of which they have made some notable improvements. Their line is rifles, pistols and shotguns. They suggest on this folder that you send four cents in stamps, to cover postage for their new 136-page illustrated book, which describes their entire output, all new models, accessories, hints on shooting, proper care of firearms, etc., etc., They are offering a "Rifle Puzzle," which, they state, is "lots of fun, and easy when you know how," which will be forwarded free. Write for particulars.

JOBBERS' AND DEALERS' ABUSE OF CASH DISCOUNTS.

Many retail dealers insist on taking the 2% cash discount at the expiration of 30 and sometimes 60 days, and if the jobbers do not pass this pleasantly, it results in uncomfortable correspondence, in which the dealer threatens to turn his business to some other jobber, and competition among the jobbers is so severe that they often allow the dealer to impose on them and pass the discounts without protest.

On the other hand, a few of the jobbers do the same with the manufacturer, and when the manufacturer returns their check it results in unpleasant correspondence, which is often caustic and sometimes abusive, and the smaller the jobber the more important he tries to make himself appear and the more positive stand he takes in regard to not having received the goods or the invoice was mislaid, etc.

When a jobber buys goods he should understand the terms on which they are bought, and if the terms are 2% 10 days from the date of the invoice let him remit within the 10 days, else not deduct the cash discount, for if he does he places himself, even if the manufacturer does not protest, in an undesirable position as far as pay is concerned, before the manufacturer. He should bear in mind that if he wants to discount his bills at the end of 60 or 90 days or six months, he should so arrange at the time he placed his order, and if a manufacturer is weak enough to allow him to order goods in roundabout ways and allow the discount when goods are received, it is then up to the manufacturer, but unless some distinct understanding is had at the time the order is placed, then the jobbers should pay within the time specified, else not deduct the cash discount, and when the manufacturer returns his check should accept the same pleasantly without a protest. Even when the manufacturer allows, after several letters have passed, the cash discount, it does not place the jobber in as good standing with the manufacturer as before the concession was made, and if the jobbers would bear this in mind they would not as often stand out for this cash discount, when they are not entitled to it. If they, by neglect, oversight or lack of funds, go beyond the specified terms, it is their fault, pure and simple, and they should not expect the manufacturer to suffer loss caused thereby.

C. F. M.

SOUTHERN JOBBERS' HARDWARE ASSOCIATION.

By the two communications which follow, is announced the selection of Virginia Hot Springs for the next convention of the Southern Jobbers' Association and the American Hardware Association, which will take place next Summer.

The committee made a wise decision to select a location that will be received by the whole country with marks of commendation. At the Hot Springs they can make themselves thoroughly at home, and make their manufacturing friends welcome with everything in demonstration of entire satisfaction. The annual meeting this year, which was held at Atlanta, was regarded as being one of the most successful they had ever had; the attendance of the members was unusually good, and the same methods will be pursued this year which may rival it in interest.

ATLANTA, Ga., October 24, 1904.

To the Members of the Southern Hardware Jobbers' Association:

GENTLEMEN—It gives me pleasure to enclose herewith report from the Special Committee appointed at the Atlanta convention in May to select dates and place for our next meeting—which will be the fifteenth annual convention. The committee has selected Virginia Hot Springs for the convention seat, the dates being June 6, 7, 8 and 9, 1905.

From the reports I hear of Virginia Hot Springs, I feel quite sure that our convention next year at this resort will prove not only a very large one, but also a very beneficial one. This will be the first time our association has met at this point, and this of itself should prove all the more attractive to our members and our numerous friends who gather with us during our conventions. We present the report to you this early in order that you may have ample notice so that you may make no arrangement which will conflict with a representative of your house at the convention next year. We are therefore going to depend upon your presence at Virginia Hot Springs next year and hope that you will bring your ladies along. If half of what is said of Virginia Hot Springs is true, you can rest assured of a very pleasand stay, and the presence of the ladies will add greatly to our enjoyment.

Arrangements for the convention will be perfected as rapidly as possible, details of which will be announced from time to time.

Trusting that the report of the committee may meet with your hearty approval, I beg to remain,

Yours very truly,
Southern Hardware Jobbers' Association.
By W. M. CRUMLEY, President.

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Philadelphia, October 10, 1904.

W. M. CRUMLEY, President, Atlanta, Ga.

Dear Sir—Your committee appointed at the Atlanta convention of the Southern Hardware Jobbers' Association to select dates and place for the fifteenth annual convention of the Southern Hardware Jobbers' Association—in connection with the semi-annual convention of the American Hardware Manufacturers' Association—beg to report as follows:

At several conferences during the Atlanta convention a number of places were suggested for your committee's consideration, but it did not seem that the best interests of both associations would be conserved by deciding upon any of the points proposed, and it was the unanimous opinion of the committee that further time should be taken to consider this question. Therefore nothing definite was done at that time in the way of selecting a convention seat.

Since the Atlanta meeting your committee has been in correspondence with parties in Savannah, Lookout Mountain, Asheville, Old Point Comfort, Wrightsville, N. C., Virginia Hot Springs and Atlantic City. The proposition submitted by Virginia Hot Springs presented greater advantages, at least indications pointed to that place being perhaps the best place that could be selected, and a sub-committee, consisting of C. W. Asbury, F. D. Mitchell and C. B. Carter, were appointed to visit Hot Springs and more fully investigate the advantages of that point for our convention. The sub-committee reported that the New Homestead Hotel at Hot Springs was the only hotel of all the places mentioned, with one exception, that was large enough to accommodate the entire attendance at our joint conventions. Not only was it larger, but it was without question the most beautiful, well furnished and convenient hotel in perhaps the entire South. The cuisine and service were beyond comparison. There are ample convention halls conveniently located which will take care of both associations either in joint or separate sessions. Hot Springs is located in a very beautiful section of the country—even exceeding the picturesque beauty of Asheville, N. C. In fact, the territory in which the hotel is located is as beautiful and well taken care of as Biltmore, which you must know from experience is a beautiful spot. The drives from Hot Springs to various points of interest are both extensive and well kept. Commodious golf links, well arranged lawn tennis courts and other amusement features are provided, and in addition the bath house conveniences and accommodations—as well as the water itself—are equal if not superior to all other resorts —not excepting Hot Springs, Ark. The streams near the hotel abound with fish and the disciples of Isaac Walton may look forward, with pleasant anticipation to most excellent fishing. Virginia Hot Springs is located on a branch of the C. and O. Road and is very accessible from northern, eastern and western points. At the present time the service is not satisfactory from southern points. However, your sub-committee conferred with both the C. and O. and the Southern Railway people in Washington and assurance was given that the railroads would take care of the crowd in an entirely satisfactory manner.

Your committee has very thoroughly and very carefully considered the advantages as to convention purposes of the various points suggested, has compared the inducements of each point with the other and has endeavored to make a selection that would prove not only acceptable but pleasing to all. We therefore most respectfully—but very cordially—report the selection of Virginia Hot Springs for our fifteenth annual convention, which will be held on June 6, 7, 8 and 9, 1905, headquarters at the New Homestead Hotel. Respectfully submitted,

Fayette R. Plumb, C. W. Asbury, Henry B. Lupton, F. A. Heitmann, John Donnan and F .B. Dunlop, Committee.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington. D. C., and St. Paul Building, New York City.

PATENTS EXPIRED OCTOBER 25, 1904.

371,945. SHAVING APPARATUS. R. M. Keating, Springfield, Mass.
371,947. SASH CORD GUIDE. W. T. Kellogg, Lansingburg. N. Y
371,976. EGG BEATER. D. H. Rice, Brookline, Boston.
371,977. STRING HOLDER. Wm. L. Rice, Columbus, Ohio.
371,996. GRADUATED INSPECTION SASH SECTION FOR MEASURING CANS. C. Trubel, Macomb, Ill.
371,999. DOOR CHECK. C. A. Williams, Pittsburgh, Pa.
372,043. CULINARY OR EGG BEATER. C. S. Pusey, Philadelphia, Pa.
372,084. WEATHER STRIP FOR DOORS. J. K. Patterson, Crete, Nebr.
372,115. INCUBATOR. J. L. Campbell, West Elizabeth, Pa.
372,133. LADDER. J. G. Eddy, Fayette, Ohio.
372,217. CLOTHES DRIER. Edward Goss, St. Johnsbury, Vt.

PATENTS ISSUED OCTOBER 25, 1904.

772,912. SCREW HOLDING ATTACHMENT FOR SCREW DRIVERS. H. V. Allen, Denver, Colo.
772,920. WINDOW SASH FASTENER. J. Brewer, Hazleton, and D. Heavener, Nescopeck, Pa.
773,131. SICKLE HOLDER. C. H. Eichmeier and H. Aurand, Pearl City, Ill.
773,176. DEVICE FOR FITTING DOORS. M. W. Washington, Dunkirk, N. Y.
773,229. MONKEY WRENCH. L. H. Schepman, Richmond, Ind.
773,311. LOCKING DEVICE FOR AWNINGS. O. H. Cloyd, Kansas City. Mo.
773,352 TRANSOM LIFTER. H. L. Trimyer, Portsmouth, Va.
773,454. GRASS HOOK AND LAWN TRIMMER. H. B. Barden, Wallingford, Vt.

PATENTS EXPIRED NOV. 1, 1904.

372,321. POCKET KNIFE. G. W. Miller, Meriden, Conn.
372,326 DOOR CHECK. J. R. Palmenberg, New York, N. Y.
372,337. PORTABLE SANITARY DINNER BUCKET. A. Simon, Cincinnati, Ohio.
372,349. SASH FASTENER. E. J. Whitman, Oakland, Cal.
372,424. STEP LADDER. M. C. McCollum, William B. Milnes and A. Hartman, Espy, Pa.
372,533. TUBULAR LANTERN. E. C. Glazier, Rochester, N. Y.
372,553. LANTERN HOLDER AND REFLECTOR. F. Meyrose, F. H. Meyrose and E. Scharfer, St. Louis, Mo
372,565. KNIFE L. Quosbarth, New York, N. Y.
372,639. WICK RAISER. F. Rhind, Meriden, Conn.

PATENTS ISSUED NOV. 1, 1904.

773,579. DOOR FASTENER. L. A. De Mayo, New York, N. Y.
773,581. CARPET SWEEPER. E. C. Murdick, Marion, Ind.
773,582. LADDER OR SIMILAR STRUCTURE. M. Murphy, Auburn, N. Y.
773,689. WEATHER STRIP. W. H. Taylor, Denver, Colo.
773,690. COFFEE POT. E. B Travis and C. I. Palmblad, Paxton, Ill.
773,717. HINGE. D. P. Craver and T. H. Gillette, Belvidere, Ill.
773,757. DOOR HANGER. G. Lane, Poughkeepsie, N. Y.
774,063. SAFETY RAZOR. E. B. Gibford, Adrian, Mich.

KAPOK.

A subscriber having sent us an enquiry with reference to kapok, an article of a very light nature now being largely used for stuffing of mattresses and pillows, and which would seem useful for horse-collar stuffing, we have pleasure in inserting the following article, which appeared in a recent issue of *Chambers' Journal*:

"Every year that busy centre of commerce, Amsterdam, receives nearly 1,000 pounds' weight of a curious and interesting vegetable substance known in Java and in the trade as kapok, which is found very useful for stuffing cheap mattresses and pillows, among other purposes. It is a sort of yellow wadding which nature uses as a covering for the seeds of certain trees in the Malaccas. Its fibres being very non-resisting, it has been found impossible to spin or weave it, but it gives excellent results for bedding, making a mattress delightfully soft if it is exposed to the sun before being used. It is exceedingly light and buoyant, and in this respect greatly surpassing cork, as it will support in the water thirty-five times its own weight. The tree whence it is derived (Eriodendron) grows rapidly, and in the second year is twelve to fifteen feet high, but it does not fruit abundantly until the fourth year. Like cotton, it bestows two gifts on man, the special wadding mentioned, which lines the husk, and the oil extracted from the seeds, which is used especially in the Chinese markets. The threads of the soft fibre taken from the pods are light yellow, rather silky, and only about an inch in length. They are made into thin rings. Kapok, it is said, never decays. Among the ever-increasing uses to which this curious vegetable product is put—causing the culture of the Eriodendron to make great strides in the Dutch Indies, while efforts are being made to cultivate it in similar climates—it has been suggested that excellent life-saving apparatus might be made from it, which should be in the form of mattresses and cushions, easily obtainable in moments of danger. Three hundred grams of kapok (10½ ounces) will support a man of ten stone five pounds (145 pounds) in the water; and experiments by a French society with articles made of this wadding, which had been soaked in water for eighteen hours, gave excellent results. One small mattress supported several men. It is probable that soon all ships' beds will be made of kapok.—*Canadian Harness and Carriage Journal.*

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RECENT TRADE PUBLICATIONS.

SARGENT & Co., New Haven, Conn., and 147-151 Leonard Street, New York, have issued another of their attractive pamphlets exploiting their popular "Gem" food chopper. These are made in four sizes—Number 16, the Little Gem, furnished with steel cutters Nos. 1, 2 and 4, also nut butter cutter No. 5; Number 20 or family size, furnished as Number 16 with the addition of No. 3 cutter; Number 22 or medium size, furnished as No. 20, and can be used with the sausage stuffer attachment; Number 24 or large size, furnished with cutters 0, 1, 2, 3 and 4, and can also be used with sausage stuffer attachment. These choppers chop, they don't mash, squeeze or grind. This is the Gem's strong point. To help dealers in the sale of the Gem chopper, Sargent & Co. print attractive books, cloth bound, containing more than two hundred receipts, of which they will furnish a sufficient quantity so that you can give one with each chopper you sell. They will also supply you with a quantity of assorted slips bearing your Imprint suitable for enclosing with your daily mail. With each case of choppers they pack one of their attractive show cards, and will send you more if you can make good use of them. They also have prepared a numbers of ads, for use in your local papers; these are shown in the above mentioned book. They will furnish electrotypes of those you can use, without charge. Send for one of these booklets, which are designated "Descriptive-Suggestive" for dealers only.

F. E. MYERS & BROTHER, Ashland, Ohio, have sent us a copy of their catalogue No. 40, which contains illustrations and complete descriptions of their factory product. Back of this exhibit stands a factory fully equipped with modern machinery, driven by electrical power. In this, their latest catalogue, they give harmonized lists for substantially one discount, so that you can sell understandingly what they illustrate, describe and list, or any of their implements you may not carry in stock. With the exception of a few pages describing tools, hose, etc., they manufacture the entire product as given in their catalogue, and they are also interested in the manufacture of iron, pipe, lumber, etc., to the extent of being headquarters in the manufacture of implements for the securing of water, unloading of hay and grain, and easy doorways. They are the makers of the famous "Myers" double acting force and lift, hand, windmill and power pumps; hydraulic, barrel and bucket spray pumps, atomizers, cylinders, pipe, hose, fixtures, hay tools, etc They state they will be pleased to supply catalogues, special prints, electros, etc., as you may be able to use them advantageously.

THE FORQUIGNON MANUFACTURING CO., 13 East Sixteenth Street, New York City, manufacturers of manicure and pedicure supplies, issue a pamphlet catalogue of 32 pages, containing illustrations of their entire line Their aim is high quality, practical designs and low prices, and they state their products are the best that high grade material, expert mechanics and up-to-date machinery can turn out. With their catalogues they include a six-page folder, illustrating articles such as folding corn knives, tweezers, nail scissors, buffers, polishing paste, powder, etc., also manicuring outfits in several different styles, to all of which tney call especial attention. One of their handsomest manicure sets is a nine-piece set, velvet lined, flexible, morocco covered, size 6½x4. It contains buffer, polpasta, F. B. nail powder, emery boards, nail blower, cuticle knife, manicure file, cuticle scissors and nail scissors. This is furnised in bone, ebony and pearl, making a fine Holiday line. Copy of catalogue and folder will be sent upon request.

THE MORSE TWIST DRILL & MACHINE CO., New Bedford, Mass., are the authors of a high-grade catalogue containing 247 pages, which is intended for trade distribution. Included in the contents are increase and constant angle twist drills, reamers chucks, milling cutters, taps, dies, machinery and machinists' tools. This is the largest and most complete catalogue ever issued by them and will be found an excellent book of reference to the various lines they manufacture. They call especial attention to their Twentieth Century drill, of which both the body and shank are ground on centers after hardening, insuring its running true and accurate to size. The large amount of radical clearance lessens to a great degree the friction of the drill in the hole. Other features illustrated in the catalogue will also be found advantageous. Among the new tools illustrated are shell drills, indexed cases for sets of drills, counterbores with interchangeable blades and guides, adjustable calipers, gauges, standard reference disks, cotter mills, gear cutters, gear testing machine, and bench center and straightening press. Copy of above catalogue will be sent upon application.

WILLIAM T. WOOD & Co., Arlington, Mass., have just forwarded us one of their 1904-1905 catalogues, in which they exploit their ice machinery and ice tools. Regarding their ice tools, they state that "Quality" is their motto, and the price at which they can sell is secondary. They give as their reason for this that icemen need the best that can be made; none others are economical. The cutting season is short, the weather is cold, the men are hurried, and an unnecessary delay on account of imperfect tools is expensive. Numbers of cases can be cited, they state, where users of cheap tools, bought because they were low in price, have lost many times the cost of good ones by delays, breakages and poor service. They state that their prices are as low as first-class articles can be made. The construction of their elevators, conveyors, lowering machines, etc., is calculated to be absolutely safe in the proportion of parts, quality of materials used, and in character of workmanship. Their friction clutch is exceedingly simple, having but three main parts, very strong and particularly adapted for extremely cold weather. Sprocket wheels for heavy work have inserted teeth. For lighter machinery the sprocket wheels are solid and reversible, with chilled teeth. Apron wheels have extra wide tread, and all flanged wheels have flanges of extra depth. Their chain is of stronger pattern than the regular type, punched and trimmed in special dies, and made from special grade of Cambria steel. The pockets and flights are made of best malleable iron. Send for a copy of the above catalogue if you are interested in this class of goods.

. SILVER & Co., Inc., 304-314 Hewes Street, and 432 Broadway, Brooklyn, N. Y, also 18 Warren Street, New York City, are distributing to the trade a handsome new catalogue for the season 1904-1905 exploiting the oil heaters of their manufacture. They state on the first page in their book "If you want an oil heater that will always give satisfaction, buy the 'Brooklyn' Kind. They are made under the names 'Brooklyn,' 'Universal,' 'National,' 'Ever Ready' and 'Imperial,' and are all carefully examined and tested and guaranteed to give perfect satisfaction at all times." Every drum made for their stoves, they state, is of the best obtainable polished steel, carefully treated and handsomely finished. A stove grate is underneath each cover to allow for heating water or for light cooking purposes. Their oil tanks have full capacity and are made as carefully as the finest parlor lamp; will burn ten hours without refilling; carry 9-inch wick, and the latest safety smokeless device. The "Imperial," "Ever Ready," "Brooklyn No. 21" and "Brooklyn No. 35" are made entirely of heavy brass and either finely burnished or nickel plated, as the desire of the buyer may be. The tanks of the Universal and National are made of aluminum steel plate of full capacity, and like all their products, are fully warranted. For further information, send for catalogue.

THE CARLTON MANUFACTURING CO., Rochester, N. Y., have recently placed in the hands of their trade a pamphlet catalogue and price list which is descriptive of the Carlton Fishing Reels, which possess, they claim, an exclusiveness and individuality entirely their own. The material used in their construction is sheet and rod brass, German silver, aluminum, steel and hard rubber. These are all made expressly for them, which, they state, makes it a little more expensive, but helps to make up the Carlton quality. Every part of their steel is interchangeable with a corresponding part of a similar reel. Should any part become lost it would only be necessary to specify which part was desired and an exact facsimile would be sent, which would fit perfectly. In hand-made reels, the entire reel would have to be sent, and as the lost part would have to be made by hand, it would materially increase the cost. Their line consists of all kinds of reels of practicability, from the small, light trout reel to the automatic and salt water reels. No one point, they state, has been sacrificed for another, but every good feature, such as quality, utility, durability and beauty, retained. Send for one of their catalogues, and learn more of these excellent goods

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NEW GOODS AND SPECIALTIES.

WHEELER COOLER WITH AERATING COVER.

The Wheeler Gravity Cream Separator Co., Syracuse, N. Y., have greatly improved their Wheeler Cooler, by the addition of a New Aerating Cover and Cooling Attachment combined, of which we present an illustration. Ordinarily the Gravity Separator is operated by diluting the warm milk with an equal quantity of cold water, which makes a rapid separation, three or four hours being all the time necessary to perform it; but with the Cooler Separator the operation is different, the separation is performed by placing the milk in an inner can and cold water in an



WHEELER COOLER WITH AERATING COVER.

outer can, thus surrounding it. The time needed for the separation by this process is much longer than by the dilution, and as only the time between the two milkings can be allowed for the work to be done, has caused the manufacturers to place with this Cooler their Aerating Device. With this they thoroughly remove the animal heat from the milk and aerate it before it is placed in the can and it is done in a few moments' time. This is done by running the milk through the cover in a quantity of fine streams, depositing it on the top of a drum, over which it flows in a thin sheet, thence through the small channels attached to the sides of the drum, which channels being perforated, again divides it into fine streams and for the second time comes into contact with the air. This drum has a four-inch opening on the end, and is filled with cold water or ice, thus making this surface very cold, over which the milk passes. Then it goes into the can and is surrounded by the cold water and remains until the next milking; then the cream has risen and is ready to be drawn off.

A NEW IDEAL BULLET.

The Ideal Mfg. Co., of New Haven, Conn., has just brought out a new bullet for the .38 S. & W. Military and Colt's .38-cal., of which we give an illustration, Fig. 1. It has a cavity in the

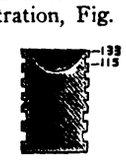


FIG. 1.

front end. The Ideal bullet has a flat base and is made sufficiently large in diameter (.360 inch) to insure a perfect gas tight fit in the barrel without any upsetage. The bullet is grooved the whole length and the base portion that fits in the shell is .360 inch and is seated very snugly in the shell up to the small beveled groove. Fig. 2, where the shell may be crimped if desired, but no crimp is said to be best. The forward portion that



FIG. 2.

projects beyond the muzzle of the shell is .358 inch in diameter, which is the same size as the smaller portion, "a," of the chamber of the cylinder, as shown in illustration, Fig. 3. This illustration

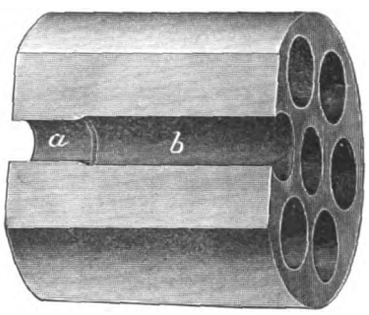


FIG. 3.

shows cylinder with a portion cut away so as to show the inside formation of the chamber in which the loaded cartridge fits. It is claimed that with the bullet fitting snugly in the shell and the shell left straight at the muzzle, not crimped, the bullet will not be mutilated, scraped or deflected by the inturned edge of the shell when passing out. The bullet and shell then in the best condition, are placed in the chamber, the shell fitting in the portion "*b*" and the forward portion of the bullet (.358 inch) is pressed in the chamber "*a*," shell and bullet must then certainly be in perfect alignment, which tends to secure accuracy. This ammunition has been thoroughly tested with machine test. These bullets cut a clean, full-sized hole in the target, thus obviating disputes in count as to whether the ring on the target is cut or not. It is a very deadly missile, for it also cuts a large hole in an animal and permits a free flow of blood. Moulds and reloading tools are now ready for the market. For further information, apply to the manufacturers.

HUBBARD'S METALLIC DOOR CHECK AND BASE KNOB.

The Ashtabula Mfg. Co., Ashtabula, Ohio, are placing upon the market something new in the Improved Door Check and Base Knob shown in the following illustrations. They are made of

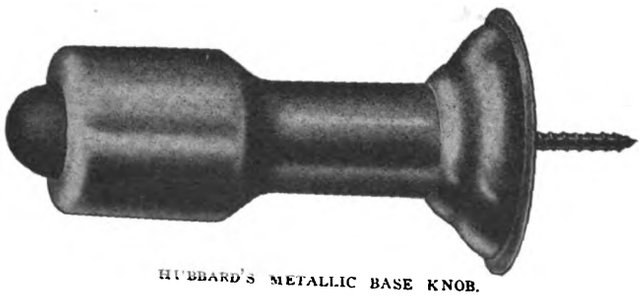


HUBBARD'S METALLIC DOOR CHECK.

Nicobar steel, electro plated, which permits of their being used on wood, marble or tile base or floors. They can also be furnished in real bronze metal or brass. The principal improvement is in furnishing the base knobs with screws 3½ inches long, which extend the entire length of the knob in the wood. Attention is called to the fact that there is no strain on the knob after it is

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on, as the bump is entirely on the screw lengthwise. Fig. 1 may be used for doors that open only part way or against furniture, and can be handsomely finished to match the other Hardware

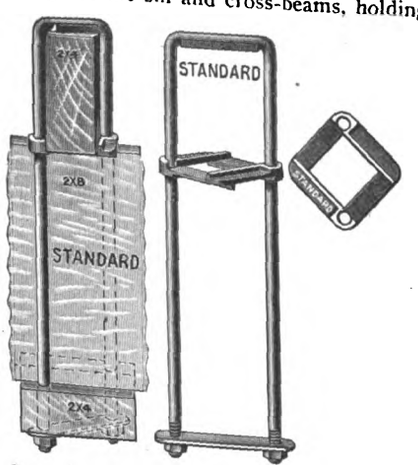


HUBBARD'S METALLIC BASE KNOB.

used in the room. Fig. 2 shows the base knob ready to attach to base board, presenting a very attractive appearance. Packed in boxes containing one-quarter gross, and cases of ten gross each.

MYERS' STANDARD HAY RACK FIXTURES.

F. E. Myers & Brother, Ashland, Ohio, are introducing to the Hardware and Implement trade their standard Hay Rack Fixtures, of which we show illustrations. The main frame is made of 7-16 round steel, held in position at the center by a Malleable Iron Saddle with heavy flanged edges. These flanges engage the upper and lower edge of the sill and cross-beams, holding them se-

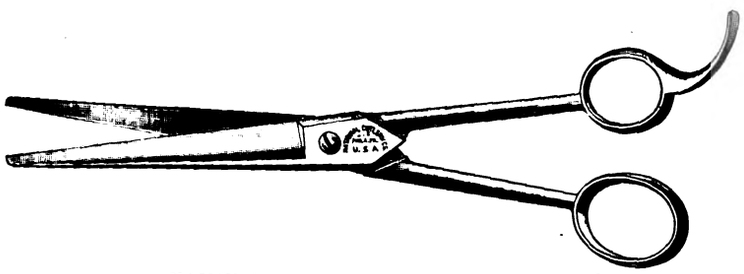


MYERS' STANDARD HAY RACK FIXTURES.

curely in position and preventing their warping, or sliding in any direction. The Malleable Iron Saddle is a special patented device that holds the timbers in position without the objectionable feature of having a rough metal plate placed between the timbers, which not only causes chafing, but in many cases throws the timbers out of line. They are fitted with a flat steel surface that comes in contact with the top edge of the cross-beam, and with a substantial steel plate on the under side of the lower cross piece, which not only acts as a washer, but prevents this cross piece from being split when subjected to a strain. By using these Clamps the parts of the rack are securely held in position without bolts or nails, and a much better rack is insured.

NATIONAL SOLID STEEL BARBER SHEARS No. 69.

The National Cutlery Co., Philadelphia, Pa., are the sole manufacturers of this French pattern of Barber Shears, which are of solid steel, full nickel plated handles and polished blades. It is

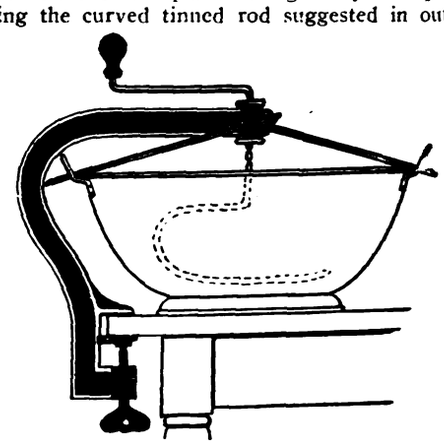


NATIONAL SOLID STEEL BARBER SHEARS NO. 69.

claimed that none of the pattern were ever previously made in this country, as they have always been imported from Germany or France. Special steel is used and very careful work is put on them, which makes them, it is claimed, the best Barber Shears offered to the trade. They are tempered by a patented method which gives uniform results, and are fully warranted. They are made in three sizes, 7, 7½ and 8 inches, which gives a cut respectively of 3¼, 3½ and 3¾ inches, packed one-half dozen in a box.

IMPROVED EASY DOUGH MIXER.

The R. W. Jamieson Co., 50 Warren Street, New York, has greatly improved his Easy Dough Mixer, an illustration of which we give herewith. As it is now made it has two straight movable rods of galvanized wire, No. 5 gauge, 11 inches in length, controlled from the center by a thumb nut. The rods keep the pan rigid when passed through handles of bread pan and secured, while the contents of the pan is being easily and quickly mixed by revolving the curved tinned rod suggested in outline in the



IMPROVED EASY DOUGH MIXER.

cut. The clamping device has been changed so as not to mar the surface of kitchen table. The lower thumb nut is provided with a plate having a ridge at the top, which works up and down in the supporting arm, the ridge on the under portion of the upper clamp being omitted so as to prevent injury to the top of table. By the aid of this mixer, dough or similar mass may be mixed thoroughly and quickly for bread, cake, rolls, etc., with greater uniformity than can be done with the hands and in a way that is sanitary and clean. The capacity of the mixer is from two to eight loaves of bread at a time.

CARPENTERS' SHOULDER TOOL CHEST.

C. E. Jennings & Co., 42 Murray Street, New York, are placing upon the market the Carpenters' Tool Chest No. 30, illustrated herewith, which is a new and popular addition to their special line of empty Tool Chests. It is made of selected hard wood



CARPENTERS' SHOULDER TOOL CHEST.

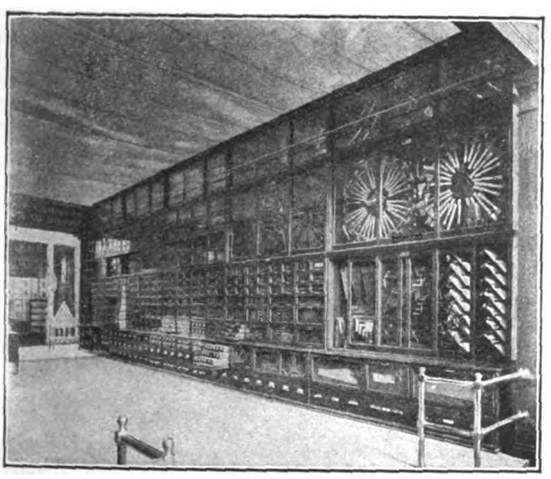
with dovetailed corners, having two drawers in the bottom, with inside dimensions of 15¾ inches long, 8½ inches wide and 1⅝ inches deep. Each drawer is provided with a flush pull. The receptacle above the drawers is 33 inches long, 9½ inches wide and 5¾ inches deep, and will take in a 28-inch Rip Saw. Each chest has place in lid for Saws. It is provided with a strong spring lock, has two brass clasps to hold lid, heavy lifting handles and a locking device that fastens drawers by closing lid. It is a finely finished, high-grade chest, and one that is claimed to be the best shoulder chest ever put on the market.

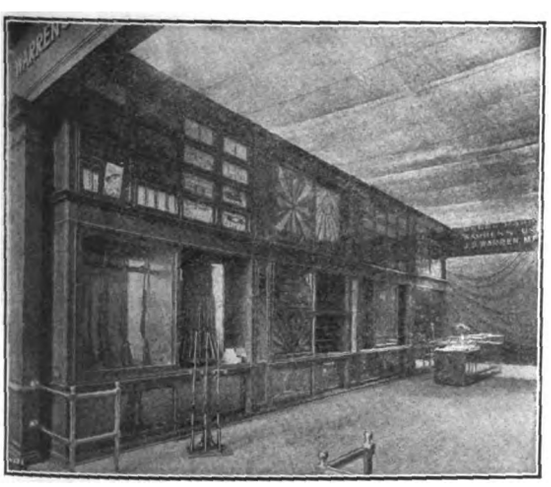
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WARREN'S MODEL HARDWARE STORE.

The three illustrations which appear in these columns show different views of the Model Hardware Store, which formed one of the most instructive exhibits for Hardwaremen at the Louisiana Purchase Exhibition. The store formed the exhibit of J. D. Warren Mfg. Co., Masonic Temple, Chicago, who intends disposing of it, and it will be sold to the one making the most advantageous offer at the close of the Fair. This store made a great hit at the Fair, where it was viewed by over 300,000 people, and would prove a well advertised and attractive exhibit to whoever would purchase it. It consists of 84 feet of the finest shelving, 42 feet on a side consisting of unit cabinets, which could be placed conveniently in any location. The dealer who obtains it will have the finest Hardware store, and one of the best advertised, in the World. This firm devote themselves entirely to the manufacture of the most convenient shelving and other fixtures that make selling Hardware one of the most interesting of occupations. Every requirement for the proper fitting of a Hardware store they can supply, upon demand. They would be glad to open correspondence with dealers, when they could send the latest illustrations and descriptive matter.







NEW COMPANY TO MANUFACTURE AN IMPORTANT LOUISVILLE INVENTION.

The Myers Adjustable Horse Shoe Company, recently organized and incorporated in Louisville, Ky., placed the first lot of its product on the market recently. As the name indicates, the company is manufacturing an adjustable horse shoe, and it is claimed by the inventor. Mr. J. M. Myers, of the Myers & Sons Saddlery Company, that the shoe will not only e a boon to the horse, on account of ease and comfort, but its use will prove a great saving to the horse owner.

The shoe proper is made of drop forged steel, and is nailed to the hoof, the same as the old-style shoe. The improvement, however, is in the calks, these being removable or renewable when worn out, or when it is desired to rest the horse's foot. Old toe calks can be taken off and new ones put on in less than a minute by anyone. Using this shoe, the old way of rough-shoeing the horse when streets are slippery is done away with entirely. In a moment almost the plain calk can be removed and an ice calk inserted in the shoe, thus saving much time and worry and danger to the horse. The calks are held rigidly in place by a small steel spring, that cannot slip or get out of position. The old-style horse shoe, costing $1.20 a set, wears out in from two to three weeks. The adjustable shoe will last from eight to ten weeks, and new calks can be purchased at forty cents a set of four. All calks are interchangeable.

The company also manufactures a double shoe for use of fine horses. This is made in two pieces, the plate and the frame. The plate is nailed on the hoof and the frame is attached by slipping the heel of the plate in slots on the frame. The great advantage in this shoe lies in the fact that the driver can attach rubber footpads or smooth calks, or ice calks, as required, in a moment. The calks and frames may be removed easily and quickly when the horse is stabled, leaving the animal with the same frog pressure on the foot as nature intended. Wearing only the plate when not at work, the horse's foot is rested, and kept in good, healthy condition. Corns and split-hoof will be avoided entirely.

Mr. Myers, the inventor, has secured patents in the United States, Canada, England and Germany, and has applied for patents in ten other foreign countries.

The company was organized four or five months ago by Attorney W. W. Watts, with a capital of $150,000. Col. Morris B. Belknap is president; John M. Myers, vice-president; S. B. Hart, secretary and treasurer. The directors are Morris B. Belknap, John M. Myers, Samuel B. Hart, W. W. Watts, S. Zorn and Dr. A. M. Cartledge.

For the present the company will have its shoes made on contract, an order for 300,000 having been placed with Pittsburgh and Cleveland factories. In the near future a manufacturing plant will be erected, probably in Louisville.

SOME USES OF ASBESTOS.

Asbestos is a mineral that crystallizes in long fibres. The fibres can be separated as easily as those of our softer woods, and are woven into a variety of articles, which are worn for protection against fire.

Among these articles are mittens to guard the hands of firemen, assayers, refiners and others who are exposed to burning. As the material is not affected by heat, the workman thus protected can grasp hot irons, crucibles and the like without discomfort.

Masks for the face are also made of asbestos. It is said that the heat from the hottest fire cannot penetrate through them to the skin. Air for breathing is supplied through a tube from beneath the mask, so that the flame or the burned atmosphere is not inhaled. In this way the discomfort of working directly in front of retorts and furnaces is greatly relieved.

Complete suits of fireproof asbestos cloth are now made for firemen's wear. As the material is indestructible, and a bad conductor of heat as well, the wearer is protected in the midst of flames. Of course, air for breathing must be supplied through tubes in some such way as it is supplied to the diver when he is under water.

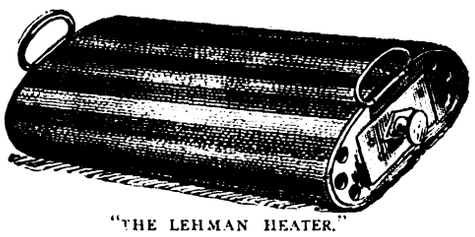
For domestic use sad-iron holders are now made of asbestos. With them the grasp of the iron, however hot it may be, never causes pain or burning. There are also made large holders, intended for use by smelters, molders and workers in metal generally.

It remains to be added that asbestos is widely distributed among the older rocks of the United States and Canada. As goods made of it are subject to loss only by wear, the supply of fibre is likely to be equal to all demand for articles of dress.

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"THE LEHMAN HEATER."

The manufacturers of the "Lehman Heater" claim to be the original and at the same time the largest manufacturers of Carriage aud Automobile Heaters in the world. They state that over 250,000 of their heaters are in actual use and that the heaters have stood a test of hard usage for over eighteen years and have fulfilled every requirement. An illustration is given herewith of their 14-inch heater ready for use. It is compact, handsome in appearance, and solidly put together in a workmanlike



"THE LEHMAN HEATER."

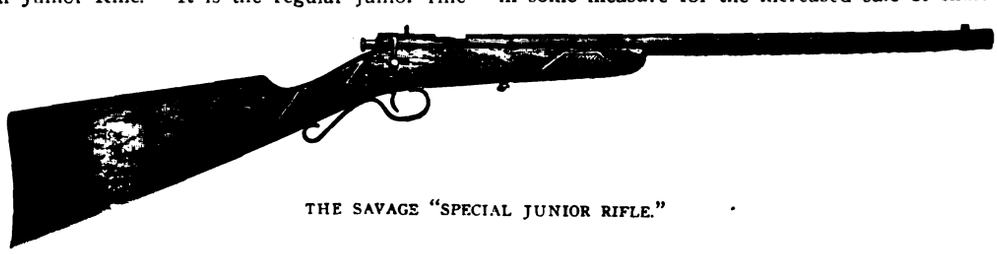
manner. All of these heaters have asbestos linings under the carpet and every part subjected to dampness is made of galvanized iron to prevent rust. It is stated that this heater will give continuous heat for fifteen hours from one brick of "Lehman" coal, and that it does this without producing flame, smoke, odor or gas, and that consequently there is absolutely no danger from fire. These goods are made in several styles and are described in detail in the handsome booklet, sent out for the asking, by the manufacturers, Lehman Brothers, 10 Bond Street, New York City. We also illustrate herewith their exhibit at the Louisiana Purchase Exposition, situated near the center of the Transportation Building.



WORLD'S FAIR EXHIBIT OF THE LEHMAN HEATER.

THE SAVAGE "SPECIAL JUNIOR RIFLE."

We present an illustration of what the Savage Arms Co. term their "Special Junior Rifle." It is the regular junior rifle



THE SAVAGE "SPECIAL JUNIOR RIFLE."

equipped with a semi-fancy American walnut stock, nicely checked by hand and fitted with an Ivory Bead front sight. It is a very handsome gun, indeed, and should be a splendid seller for the holiday trade. The retail price is $6.00.

SLEIGH BELLS.

The sleigh bells used in this country are made here, most of them in Connecticut, says the Carriage Dealers' Journal, and many sleigh bells of American manufacture are exported to Germany and to Russia. Sleigh bells are as commonly used as ever whenever there is snow enough to make good sleighing; they may not be heard so much as formerly in large cities, where the snow is cleared away from many streets and wheels cut up what is left, but elsewhere the sleigh bells jingle in winter just as merrily as ever.

There have been some changes in sleigh-bell customs. Shaft bells and bells fixed on the saddle of the harness have to some extent taken the place of the old-time string of bells on straps, but the strings of bells are still the more commonly used. Probably a third of the bell outfits sold nowadays are of the kind that fasten to shafts or the saddle of the harness, and two-thirds are the strings of bells. The bells exported are about in the same proportions. The bells attached to shafts and harness are open-mouthed and provided with tongues. Some shaft bells are made with all three in a set alike, oftener they are made in three sizes, forming a chime. The three bells carried over the saddle of the harness are set in an ornamental frame, which is supported by the saddle.

The sleigh bells of the old familiar kind, round, with balls inside, are attached to straps as they have always been, to body straps encircling the horse's body, and to neck straps.

Sleigh bells are made of bell metal, and they were never made with such care with a view to their sound-producing qualities, nor were they ever so musical as now. The commoner kind of sleigh bells are produced at a very small cost and whole strings of bells are sold at prices that seem marvellously low. Shaft bells of the commoner kinds are cheaper yet, and that accounts in some measure for the increased sale of shaft bells.

REASSURING.

DAUGHTER—Are all men bad, papa?

FATHER—N-no, my child; you will always be safe with your grandpa and me.—*Town Topics.*

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Voter—Correction of Primary Enrollment.

QUESTION: I am a citizen of New York and have lived here for twenty years and always voted the Democratic ticket. In enrolling my name for the primaries, I wrote myself down by mistake as a Republican. What can I do to correct this?

REPLY: We know of no remedy. Where there has been neglect or action by officer or members of a public board prejudicial to the right of any person to participate in a primary or to enroll with any party, the courts have power to investigate the matter and grant such relief as justice may require; but we know of no method by which a voter under such circumstances can get relief from the consequences of his own neglect and thus be transferred from one party to another.

Mortgage Foreclosure—Motive Immaterial.

QUESTION: Many years ago I executed a mortgage on my home and shop. I always paid the interest until within the past year when I have been unable to do so. The person who held the mortgage was willing to give me time to pay the interest. But I have an enemy who is anxious to cause trouble for me and he has bought the mortgage and now threatens to foreclose it, unless I pay the interest. I know that his only object in so doing is to injure me and become the owner of my property for less than its value. Is there any way I can prevent this?

REPLY: Assuming that the mortgage is itself a valid security and has been legally transferred or assigned, we do not see how you can prevent its foreclosure, except by payment. The law does not regard the motives of a complainant. It is sufficient that the mortgage debt is due and has been legally assigned. Its present owner may have bought it from motives of malice towards you and solely with a view to sue upon it, and the former owner may have transferred it from a like motive and without consideration, but this would not constitute any defence to an action for its foreclosure. The law concerns itself with legal rights and not with the motives of persons seeking to enforce them.

Restaurant Keeper—Right to Use Oleomargarine.

QUESTION: Has a restaurant keeper the right to serve to his customers oleomargarine or butterine colored to imitate butter?

REPLY: Most of the States have passed laws forbidding the use of oleomargarine or other similar products made from animal fats or vegetable oils, when those products are so colored as to deceive the public into the belief that they are the product of the dairy. The agricultural law of New York, which is typical of this kind of legislation, makes it penal for the proprietor of a hotel, boarding house, lunch counter or place of public entertainment to serve as food for his guests, patrons or customers, or for cooking purposes, oleomargarine or any similar compound so colored as to resemble dairy butter. The sale of such products as butter is also generally forbidden. Where these statutes are in force your question must be answered in the negative.

Divorce Obtained in Another State—When Invalid?

QUESTION: I was married in 1892 in the State of Connecticut. Afterwards my wife and I lived in New York. In 1808 she went to South Dakota and after living there for six months obtained a divorce and returned to New York. I did not go to South Dakota or defend the divorce suit. Is the divorce good?

REPLY: The validity of a divorce obtained by one of the parties in another State upon constructive service or service by publication, has been the subject of much litigation, and, whether the divorce is valid or not, often depends on very finely drawn distinctions. From your statement of facts, however, it would appear that you were never in the State of South Dakota and did not appear in the proceedings instituted by your wife, and hence were never properly a party thereto at all. In order to sustain the divorce under such circumstances, it must at least appear that your wife had a bona fide legal domicile in South Dakota at the time the divorce was granted. Even under such circumstances in some of our States, notably in New York, the validity of the divorce would be denied; but in any jurisdiction it is absolutely essential to the validity of a divorce obtained in another State that the person obtaining that divorce have a bona fide legal domicile in the State in which it is obtained.

The term domicile in this connection means more than physical presence within the State. It means physical presence coupled with the intention of remaining permanently or indefinitely. If your wife went to South Dakota simply for the purpose of securing a divorce and acquired a domicile there for no other purpose, her residence was a fraud on the jurisdiction of the courts of that State and the divorce is null and void. It has been held in a number of cases that the fact that a person remains only for the statutory period of time and leaves the State as soon as the divorce is obtained, is in itself sufficient to create a presumption against the good faith of that person's residence. These considerations lead us to state that in our opinion the divorce is of questionable validity and to advise neither of the parties to marry again.

TO ENTERTAIN THE LADIES.

Among the entertainment features of the Atlantic City Convention on Thursday evening the ladies will give a progressive card party at the Hotel Rudolph, to be in the hands of a committee under the leadership of Mrs. George W. Trout, of Chicago, in which it is intended to add to the interest by awarding a large number of prizes. It is suggested in this connection that manufacturers who desire to advertise their business by sending some article of their manufacture to be awarded as a prize will kindly send in such article to Mrs. George W. Trout, care of Hotel Rudolph, Atlantic City, N. J. It is advisable that these prizes be on exhibition at least one day before the card contest. It must be understood the ladies do not ask for any contribution from the standpoint of a gift, but they feel that from a business point of view the manufacturers will be pleased to send some thing which they make, as a popular contribution to be disposed of in this manner.

THE AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

There has been a feeling among the members of the American Hardware Manufacturers' Association that it was a wise move that brought the members together in an association where measures can be discussed amicably and in good temper that will enable the whole association to act as a unit and accept or deny them. They are now growing largely in membership and influence and in the good they are able to accomplish, it may be truly said they justify their existence and no longer compete with each other to their detriment. They divide the grand body of the association into twenty-three committees, in each of which they can agree and arrange matters that possess special interest to each of these several lines. These divisions, with their chairmen, are as follows:

Bars, Bands, Sheets and Plates—George A. Baird, Republic Iron and Steel Co., Chicago.

Bolts, Nuts, Rivets and Screws—Robert Garland, Garland Nut and Rivet Co., Pittsburgh.

Builders' Hardware—John E. Harbster, Reading Hardware Co., Reading, Pa.

Chains—James T. Davis, Standard Chain Co., Pittsburgh.

Cutlery—W. M. Taussig, Challenge Cutlery Corporation, New York City.

Edge Tools and Hammers—William W. Hays, Iron City Tool Works, Pittsburgh.

Files—Hugh McCaffrey, McCaffrey File Co., Philadelphia.

Firearms—J. Lovell Johnson, Iver Johnson Arms and Cycle Works, Fitchburg, Mass.

General Hardware—C. F. Collier, Cronk & Collier Manufacturing Co., Allegheny, Pa.

Horse Shoes and Horse Shoe Nails—Oliver Williams, Bryden Horse Shoe Co., Catasauqua, Pa.

Locks—E. S. Jackson, Miller Lock Co., Philadelphia.

Machinery—I. H. Page, J. Stevens Arms and Tool Co., Chicopee Falls, Wis.

Malleable Iron Products—Thomas Devlin, Thomas Devlin Manufacturing Co., Philadelphia.

Railway and Track Tools—Edward Ingalls, Atha Tool Co., Newark, N. J.

Saws—N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.

Shovels and Farming Tools—George V. Wilson, Hussey-Binns Shovel Co., Pittsburgh.

Specialties—D. H. Goodell, Goodell Co., Antrim, N. H.

Stones—E. B Pike, Pike Manufacturing Co., Pike, Pa. N. H.

Tools—E. G. Buckwell, Cleveland Twist Drill Co., Cleveland, Ohio.

Wire Goods—A. M. Bentley, Owosso Manufacturing Co., Owosso, Mich.

Wire and Nails—Oscar Richey, Kelly Nail and Iron Co., Ironton, Ohio.

Many a rich father has discovered that it is easier to get a daughter off his hands than to keep a son-in-law on his feet.—*Philadelphia Record.*

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THE COLORADO TRADE.

Outlook Better Than a Year Ago.

The amount of detail in any Hardware store is very great, but out here where the variety of stock is almost endless, and the stocks are large, it requires an exceptionally keen man to successfully carry on a Hardware business. This may be the reason why there are but few small Hardware stores in this intermountain country.

An Eastern Hardwareman would be surprised at the great variety carried in most of these Hardware stores. In addition to general Hardware, building materials, carpenters' and mechanics' tools, stoves and ranges, blacksmiths' and wagonmakers' supplies will be found; sporting goods, farm and garden tools, house furnishing goods, mining tools and machinery, heavy Hardware, and very often paints and oils, as well as crockery and china. It will be seen that there is some variety to the Hardware stock in the West.

In most parts of Colorado the Hardwareman's business is largely influenced by mining. A large part of his trade is in mining supplies, and the general prosperity of the State depends in no small measure upon the prosperity of the miners and mine operators. Therefore the labor troubles during the past eighteen months have had a bad effect on all business—and the Hardware business most of all.

The outlook now, however, is brighter than at any time since the miners' strike at Cripple Creek eighteen months ago, and business is better this Fall than a year ago.

Up in Leadville, Colo., something like the old-time excitement has come, in the opening of a new mine, showing at least $20,000,000 worth of ore. One Hardwareman said that this would probably make Leadville what it was fifteen years ago, and bring in a good many people.

The Leadville Hardware Co. are now occupying a large double store, and are in a position to take care of all business that comes, as they are carrying a large stock. A very good display of fine tools and cutlery was recently made by the Leadville Hardware Co. in one of their large windows, while stoves were shown in the other windows.

Another of Leadville's progressive Hardware dealers is C. E. Blosfeld, who carries a large stock of stoves and tinware and a good assorted stock of general Hardware. Mr. Blosfeld said that he had no kick coming as to trade conditions, but was looking forward to a larger trade this Winter.

The H. H. Thompkins Co., of Leadville, are doing both a wholesale and retail business, although the latter end of the business is pushed the hardest.

The Colorado Supply Co., which is an allied concern of the Colorado Fuel and Iron Co., operate some twenty stores and supply houses in the mining country of the inter-mountain region. The Hardware business is a large end of their trade. W. H. Billington is vice-president and general manager, with offices at Pueblo, Colo. When asked how business was in the Hardware department, Mr. Billington said: "As our business is almost entirely confined to the mining districts and because of the unrest and labor troubles in these places, we have not had as good a trade as last year. The outlook now, however, is brighter, and if the election goes right, we ought to see a general activity in mining."

The A. W. Morrell Hardware Co. operate stores in Victor, Cripple Creek and in Pueblo, Colo. Mr. Morrell keeps in close contact with the trade and said he could see indications which pointed to better business. The Pueblo store of the Morrell Hardware Co. is a model in many ways. Its large, well-lighted store and goods are attractively and well displayed. Located at 187-189 N. Union Street, right in the heart of the city, the store is in a position to get its share of the retail trade—and because of the up-to-date line of goods carried, the Morrell Hardware Co. are getting a good jobbing business. Mr. Sweet looks after business in and around the city and is a well-posted Hardwareman.

Builders' Hardware is carried by the Cilco Lumber and Supply Co. Much new building is taking place here and in nearby towns and the building material trade is good.

About the store of J. M. Killin Hardware Co. there was an air of prosperity that spoke volumes as to the prosperity of this concern. Mr. Killin is a man of iron nerve and great presence of mind, as was proven last August. He is the only survivor from the frightful railroad wreck when more than 100 people lost their lives. To hear Mr. Killin tell of his experience is most thrilling. He is only living to-day because of his great strength, power of endurance and wonderful presence of mind. Although scarred some and still feeling the effects of the accident, Mr. Killin is now attending to business.

The Holmes Hardware Co. is another of Pueblo's enterprising concerns, and handle a large line of goods, carrying an extensive stock and doing both a retail and jobbing business.

Mr. Barnes, of G. S. Barnes & Son, of Colorado Springs, said that trade was somewhat backward this Fall. In speaking further of trade conditions in the State, Mr. Barnes said: "The strikes and labor troubles in the mining camps just west of here have had a bad effect on trade. We feel it here in Colorado Springs as keenly as do the people in any other part of the State. Barnes & Son store is located at 17 S. Tejon Street, is attractive and well stocked with all classes of Hardware.

A. S. Blake carries on a prosperous Hardware business at 107 N. Tejon Street, Colorado Springs. Attractive windows are used to good advantage in displaying tools and cutlery.

Another of Colorado Springs' attractive Hardware stores is that of John McLean.

Rudolph Heyse makes a specialty of a fine line of improved tools and edge tools and carries as complete a stock as is found in Colorado Springs.

Out at Manitau, Colo., situated only a few miles from Pike's Peak, is located the Long Hardware Co., who carry a fine line of builders' and general Hardware.

The local retail business in Denver is better than for some time past. No small amount of new building is taking place, and there is a brisk demand for all building materials.

The largest Hardware jobbing house in the State is located here in Denver, being the Geo. Tritch Hardware Co. The opinion of trade conditions and of the future by such a thoroughly posted Hardware man as George Tritch is of value to the entire trade. When asked his opinion of the future, Mr. Tritch said: "There has been much discussion recently regarding the Mail Order houses—and of the future of the big Hardware jobbers who are doing a national business. Whether these two classes of concerns will continue to grow and expand is a question that time only will answer; but whether or not there is a future for the big jobber, who does a business over a vast territory, I am very sure the local jobber covering one or two States will always have all the business he can profitably handle." The Geo. Tritch Hardware Co. do a large business in sporting goods, and have a splendidly equipped sporting goods store, which is kept entirely distinct from their regular Hardware business.

A very attractive store has recently been opened by the W. Bergman Hardware Co. Mr. Bergman is a practical, up-to-date Hardwareman, coming here from Buffalo, N. Y. The stock is well arranged and attractively displayed. A special effort has been made to make a showing of House Furnishing Goods and Stoves and Ranges. Mr. Bergman said business was starting in good shape.

One of the most attractive Hardware stores in the State is that of the Geo. Moyer Hardware Co., of Denver. During the past year the store has been remodeled throughout, and by adding new fixtures and enlarging the windows, the appearance is exceedingly pleasing.

Another up-to-date Denver establishment is that of Frank Ellis & Son. Besides carrying everything in Hardware, this concern have their large double store stocked to the roof with sporting goods and kindred lines.

At 516 Sixteenth Street, Denver, is located the Kettering-Benway Hardware Co., of which concern A. D. Benway is president, D. G. Thompson vice-president and C. W. Kettering secretary and treasurer. A good business is reported and Fall trade was opening well.

Altogether the outlook is better now in Colorado than it was a year ago for Winter business, and, with the labor troubles once settled, there is no reason why for years to come trade should not be constantly increasing.

HAMMERNAIL.

DEATH OF WILLIAM C. BEMIS.

William Chaplin Bemis, of the firm of Bemis & Call Co., a well-known local business man, died October 26, at his home, 309 Central Street, Springfield, Mass., from a stroke of apoplexy. Mr. Bemis was a native of Willimansett where he was born November 16, 1832, the son of Stephen C., and Julia Skeele Bemis. With his parents he came to Springfield in 1843, and in 1855, when the Bemis & Call Hardware & Tool Company was organized he was elected treasurer. On the death of W. K. Baker, the president, in 1897, he was chosen to succeed to that office, being both president and treasurer at the time of his death. He was also a trustee of the Hampden Savings Bank. He was a member of Asbury Church. He was married December 25, 1856, to Emily O. Rodgers and besides his widow leaves two sons, Howard R. and Edwin L. Bemis and five grandchildren.

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THE ATLANTIC CITY CONVENTIONS.

We have received the following programs of the two conventions:

AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION.

PROGRAM.

7TH CONVENTION.

NOVEMBER 16TH, 17TH, 18TH, 1904.

ST. CHARLES HOTEL, ATLANTIC CITY, N. J.

All members of the American Hardware Manufacturers' Association will be recognized to speak on any question which is under consideration, each speaker to be limited to five minutes, except by pre-arrangement. Under the order of "New Business" members are requested to suggest or present any question for present or future consideration.

WEDNESDAY, NOVEMBER 16TH.

10.00 A. M.

Opening session of the National Hardware Association, to which the members of the American Hardware Manufacturers' Association are especially invited.

EXECUTIVE SESSION.

2.30 P. M.

Formal opening session of the American Hardware Manufacturers' Association. Open to members only. (Members must procure badges for admission to executive sessions.)
Roll Call.
President's Address.
Minutes of Last Meeting.
Report of Secretary-Treasurer.
Report of Executive Committee.
Report of Membership Committee.
Report of Grievance Committee.
Communications.
Unfinished Business.
New Business.
Announcement of Nominating Committee by the President.

9.00 P. M.

RECEPTION.—At the St. Charles Hotel. Complimentary to the National Hardware Association, and the guests of the American Hardware Manufacturers' Association.

THURSDAY, NOVEMBER 17TH.

9.30 A. M.

EXECUTIVE SESSION.

(Strictly Executive, and open only to members of the American Hardware Manufacturers' Association and their direct representatives.)
ADDRESS BY HON. DAVID M. PARRY—
President of the National Association of Manufacturers.
Subject—"The Labor Problem—One of Education."
Consideration of Reports.

2.30 P. M.

EXECUTIVE SESSION.

This session will be strictly Executive, and open only to members of the American Hardware Manufacturers' Association and accredited members of the National Hardware Association (jobbers) who have been invited to be present. Two members of the National Hardware Association have been selected by the president of that body to present the subject of "Jobbers' Special Brands" from the standpoint of the jobber. The entire session will be devoted to a discussion of this subject, in which our members are invited to participate.

8.30 P. M.

Card Party at Hotel Rudolph.

10.00 P. M.

Band Concert, in Hotel Rudolph Grotto.

FRIDAY, NOVEMBER 18TH.

9.30 A. M.

EXECUTIVE SESSION.

Election of Officers.
Miscellaneous Business.

3.00 P. M.

Meeting of the Executive Committee of the American Hardware Manufacturers' Association.

6.45 P. M.

Banquet.

PROGRAM

TENTH ANNUAL CONVENTION

NATIONAL HARDWARE ASSOCIATION OF U. S.

ATLANTIC CITY,

NOVEMBER 16TH, 17TH, 18TH, 1904.

WEDNESDAY, NOVEMBER 16TH.

10.00 A. M.

OPEN SESSION.

(Manufacturers and all interested are invited).
Introductory Remarks, Samuel A. Bigelow, President.
Chorus—"God Bless our Native Land."
PRAYER.—Rev. John R. Davies, D.D., Pastor Bethlehem Presbyterian Church, Philadelphia.
ADDRESS OF WELCOME.—Hon. Franklin P. Stoy, Mayor of Atlantic City.

INTRODUCTIONS.

HON. A. CHAMBERLAIN, Governor of Connecticut.
MR. J. C. BIRGE, President American Hardware Manufacturers Association.
REPRESENTATIVES, Canadian Wholesale Hardware Association.
W. P. BOGARDUS, M. L. COREY.—National Retail Hardware Dealers Association.
PRESIDENT'S ANNUAL ADDRESS.—Samuel A. Bigelow.
SECRETARY-TREASURER'S REPORT.—T. James Fernley.
Collocution—"What are the Proper Avenues fo rthe Distribution of Hardware and Kindred Lines?"
GEORGE E. CORBIN, President, Corbin Cabinet Lock Co.
W. P. BOGARDUS, President, National Retail Hardware Dealers Association.
SAMUEL E. WINSLOW, President, Samuel Winslow Skate Manufacturing Co.

2.30 P. M.

EXECUTIVE SESSION.

Committee Reports and Discussions.

4.30 P. M.

Metal Branch of the Association will hold a meeting. (All Tin Plate and Metal Jobbers are invited).

9.00 P. M.

Members of the National Hardware Association are invited to attend Reception tendered by the American Hardware Manufacturers Association at St. Charles Hotel.

THURSDAY, NOVEMBER 17TH.

10.00 A. M.

EXECUTIVE SESSION.

Report Catalogue House Committee.
Discussion.
(Members of Wholesale and Retail Hardware Joint Committee are Invited).
Miscellaneous Business.

12.00 NOON.

Meeting Heavy Hardware Jobbers.

2.30 P. M.

Members of the National Hardware Association are invited to attend meeting American Hardware Manufacturers Association at St. Charles Hotel.

8.30 P. M.

Card Party, Conducted by the Ladies. (All are Invited).

10.00 P. M.

Band will give concert in Rudolf Grotto.

FRIDAY, NOVEMBER 18TH.

10.00 A. M.

EXECUTIVE SESSION.

Miscellaneous Business.

2.30 P. M.

EXECUTIVE SESSION.

Miscellaneous Business.

4.00 P. M.

OPEN MEETING.

Installation of Officers. (All invited.)

6.45 P. M.

Banquet. (All invited.)
Subscription Price, $5.00 per Cover.

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THE DANA MANUFACTURING CO., Cincinnati, Ohio, are distributing through the trade an attractive envelope size pamphlet catalogue of twenty-two pages. It is an unusually fine production, the illustrations being in color. They exploit their Peerless Iceland Freezers, which they claim have the fewest parts and only one motion—all that is necessary for quick freezing of delicious cream in three minutes. The can revolves around the stationary dasher. The quick freezing is accounted for by the peculiar construction of the dasher and the way it handles the cream set in motion by revolving can. The gear frame fits over a square projection on the can top, connecting the gearing with can and dasher in such a way that no salt or oil can get into the can. They also make a Peerless Power Freezer for 25 and 40 quarts, the controlling apparatus of which is of the highest grade. The regulators will control the speed from fifty per cent up to full speed, which gives all the range of speed that is required in operating the feezers. This handy little freezer book will be sent upon application to the Manufacturers.

C. E. JENNINGS & CO., 42 Murray Street, have sent us a copy of their latest "Tool Chest" catalogue, which includes chests from the Boys' "Little Daisy" containing 11 tools to the Planters' Tool Chest No. 100, containing 102 tools. They make a specialty, too, of empty tool chests, included among which are electricians', carpenters', machinists' or jewelers', in several styles, also metal corners for tool chests. Their "Special" machinists' or jewelers' tool chests are made of selected antique quartered oak or black walnut, beautifully finished. Each chest is provided with a Yale pattern lock and two keys, nickel plated draw pulls, and a patent device for automatically locking all the drawers at once. They have nickel plated outside corner irons, and each has a panel lid with a secret compartment for private papers. These, they claim, are the finest machinists' chests on the market. The catalogue above mentioned is elaborately gotten up, being illustrated throughout. One will be sent to interested dealers upon request.

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REVIEW OF THE MARKETS.

WIRE NAILS.—The conditions of all Wire products are unusually strong, the demand continuing to be an active one. The Wire Nail market is held to be firm, and, as an advance is thought to be impending, purchases are made speculatively, to which the fact of not being able to buy beyond 30 days' limit, stimulates the buying movement. Carload prices remain the same to either wholesale or retail trade, being as follows: f.o.b. Pittsburgh 60 days or 2 per cent discount for cash in 10 days.

Carload lots	$1.60
Less than carload lots	1.65

New York.—The trade continues good, although the buyers act very conservatively and purchase only in small lots, the aggregate of the sales is satisfactory. Quotations are as follows:

Single carloads	$1.79½
Small lots from store	$1.85 to $1.90

CUT NAILS.—From all the news at hand no change was made at the recent meeting of the Cut Nail Association held October 27th. Demand is moderate and market is a conservative one. Quotations are as follows: $1.60 and $1.65 for carload and less than carload lots respectively f.o.b. Pittsburgh. In the East, Iron Nails are quoted at the same prices as Steel Nails, but in territory west of Pittsburgh, Iron Nails are quoted in carload lots f.o.b. Pittsburgh at $1.65 with an advance of 10 cents in less than carload lots.

New York.—The local demand is moderate in tone, no change of especial note disturbing it. The market is regarded as firm in tone, with quotations as follows: Carloads on dock, $1.74. Less than carloads on dock, $1.79. Small lots from store, $1.85.

BARB WIRE.—Business in good volume is reported for Barb Wire in the West, the remarkably fine weather we have had the past fortnight enabling the farmer to attend to his fence construction. The market is a firm one, the 30 days from date restriction still prevails, with quotations as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.75	$2.05
Retailers, carload lots	1.80	2.10
Retailers, less than carload lots	1.90	2.20

SMOOTH FENCE WIRE.—A steady demand still prevails, orders are good, and the market is firm. The same rule applies as to orders, limiting them as to date of delivery within 30 days. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

Jobbers, carload lots	$1.45
Retailers, carload lots	1.50

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

COPPER MANUFACTURES.—The advance prices now demanded for Ingot Copper makes higher prices obtainable on all manufactures of Copper, although not of great moment. Quotations are firm on a rising market.

HATCHETS.—The reduction in the price of Hatchets recently announced remains in force until November 15th. It has stimulated sales to a limited extent only.

SHEET ZINC.—Under date of October 20 an advance is announced in the price of Sheet Zinc to $6.40 per 100 pounds in 600-pound casks, f.o.b. mill, subject to the usual discounts.

CORDAGE.—The following prices represent the market:

	Cents per lb.
Pure Manila, 7-16-inch and larger	11¼ to 12
No. 2 Manila	10¼ to 11
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	7¼

LINSEED OIL.—Under date of November 1 the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co:

In lots of less than 5 barrels.....42 cents per gallon.
In lots of 5 barrels or more.....41 cents per gallon.

The "American" brand fo respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity, at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE PITTSBURGH TRADE.

Business continues to move along in fair volume, though there is still room for some improvement. There appears to be very generally a hopeful feeling in regard to the future. The increased activity and higher prices in the iron market will react favorably on the Pittsburgh district and we expect a steady increase in the volume of business during the next few months. Orders at present are for very moderate quantities, but well assorted, and there is apparently no large accumulation of stocks in the hands of the retailers. Good, seasonable weather, of which there has been comparatively little at this writing, will doubtless stimulate trade very greatly. The recent trip of the Merchants and Manufacturers' Association through Southeastern Ohio was a marked success and is already producing good results. Pittsburgh's mammoth manufacturing interests have so long overshadowed her mercantile enterprises that the importance of these is apt to be underestimated. The wholesale merchants of this city have now taken it upon themselves to enlighten the trade in this section in regard to the advantage of buying goods in Pittsburgh and an aggressive campaign is being carried on which will undoubtedly be of immense benefit to the city's mercantile interests.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Prosperity has its drawbacks that at times depression can only cure. The antidote to Sam Parks' kind seem to be hard times or hunger. The passion for something better needs judicious control, lest it does not let well enough alone. There is a limit to all good things, and if labor could force wages above its comparative value, there would surely be a reaction, as consumption declines when prices are too high. Manufacturers who steadily opposed high prices have been justified, as the conditions they predicted came and both labor and capital suffered. If the homœopathic dose we have had is sufficient to cure, we can now go forward to the fulfillment of our position as foremost among the nations which destiny has assigned us, and nothing but own own folly can retard. It was fortunate that the diagnosis of our trouble was not difficult, and our experience is not too dear, if only labor and capital will now co-operate to redeem our fortunes. The outlook is promising. Buyers no longer hesitate in purchasing, but manufacturers hesitate about entering excessive orders. It is no longer a buyer's market. Labor is again in demand, mills are opening. The contest about the open or closed shop is to determine the time they are to remain so. Anxiety to avoid the evil that caused our trouble is the bone of contention. Plans for public improvements and private building are being made, but excessive prices will strangle them, and stop our career again. Let us hope that we have learned a lesson, and that good times have come to stay.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PHILADELPHIA TRADE.

A better feeling seems to be in evidence everywhere, and while we do not believe that Presidential elections are a very positive factor in influencing business, still there is always a feeling of relief when the election is over, and as results will be fully known before this paper goes to press, we hope there will be nothing to stand in the way of a steady and satisfactory business. The month has shown quite an improvement, not only in the general feeling, but also in the iron and steel market, which has stiffened up materially, and seems to be at present in quite a satisfactory condition from a seller's standpoint. Prices on manufactured goods are naturally firmer, as a result, and advances are expected on many lines which lie near the raw material. It is recognized that some of these goods have been abnormally low and manufacturers will doubtless be quick to avail themselves of the situation, and will feel fully justified in announcing advanced figures. From the retail trade we hear encouraging reports and the way in which goods are being bought seems to show very conclusively that jobbers as well as retailers have limited stocks, and will be compelled to buy in order to fill actual wants. For the last year there has been very little to tempt speculation, and buying has been from hand to mouth, with the inevitable consequence of depleting stocks. At such a time as this there is of course danger that a promising future may be killed by over-sanguine ideas, so it is perhaps well to state that there does not appear to be any reason for expecting a boom, but it is felt that a safe and satisfying result should be the rule for the balance of the year.

BIDDLE HARDWARE CO.

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THE COLUMBUS TRADE.

The weather is delightful, and it is too bad everybody cannot be out into the country hunting nuts and accept invitations from farmers to try their cider, pumpkin pies and apples. There is nothing like it, but such is not the lot of busy men. They must keep the pot boiling, and the only way that it can be done is to keep the fire up. Of course, we all know the old furnace will burn out after a while, but that is not as bad as rust. Business is very satisfactory and collections about the same as usual. There are always some that are slow pay, it matters not how trade is. When trade is good, they owe more, but take the same easy time to pay it in. If some of these dealers could only realize that if they made the start, they could discount all their bills and make a nice extra profit, we believe they would do it. Builders' Hardware is in good demand on account of the fine weather. The demand for gas stoves, stove boards, pipe and elbows has been heavy. The outlook for 1905 is encouraging inasmuch as most everybody believes it will be a busy year and that has a great deal to do with it. The Smith Bros. Hardware Co.,
J. H. Smith.

THE DAVENPORT TRADE.

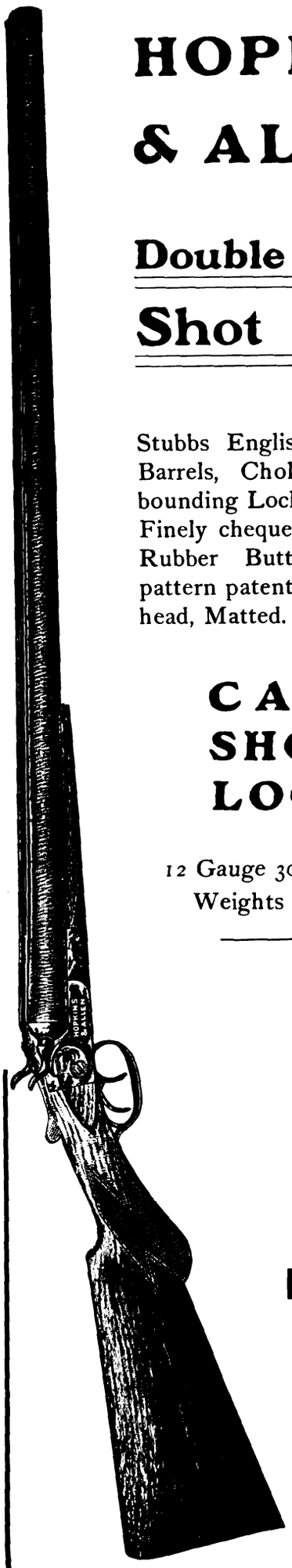
Weather continues pleasant. Corn harvest is progressing satisfactorily, the yield is abundant, the quality much better than usual and price is high. The same report is true of potatoes, and, in fact, Iowa farmers have little to complain of this season. A few more days and the political struggle will be over. Bets of three to one are refused on the general result, but there may be a surprise when the votes are counted. It has snowed the day after election. This is the last month of the great fair, which has, without doubt, accomplished much good, but, of course, it has taken valuable time of its visitors, and has diverted a large amount of money from natural channels of commerce. Hardware prices remain fairly firm, with a prospect of advances in the near future, of some of the heavy and more staple articles.
Sickels, Preston & Nutting Co.

THE CINCINNATI TRADE.

The traveling men entering Cincinnati generally report the Hardware trade as being very quiet on the road. They say that while the present administration is likely to be retained, the fact of there being an election at hand conduces greatly to retard trade and orders on any conditions are hard to obtain. The long drouth has brought about a water famine and the farmers are hauling water from the river for many miles. It is serious with the Cincinnati Southern Railroad in Kentucky, as there is no water at either Kings Mountain, White Oak or Burgin, it being necessary to keep two trains constantly hauling water in tanks to all points between Lexington and Somerset. Wednesday, November 9th, is second Cincinnati Day at the World's Fair, and about 100 representative business men will leave at noon on that day, accompanied by their ladies. This party will be augmented to some extent by Cincinnatians already in St. Louis.

THE SAN FRANCISCO TRADE.

"The fortnight just passed has developed no trade feature," said a busy builders' Hardware dealer, "which means that the splendid business activity of the last eight or more years is keeping up the tenor of its way. We like its habit of these late years. The first twelve months or so of its beginning some of us were skeptical enough to regard it as a passing chance, but now, if the people do right, why shouldn't we count on it as a perpetual success? Two days ago, in conference with one of our foremost contracting and real estate men, he said: 'The universal experience of contracting firms and real estate men in this and in all other cities is that the approach of the Presidential election tends to bring about a falling off in dealings in realty, but in looking back over an experience of more than forty years, during which the nation has ten times chosen a Chief Executive, I find that this is the first year when the exception goes to prove the rule. It may be because the general public has already discounted the people's verdict, which will be recorded November 8, but whatever the reason may be, the fact remains that the approaching election has not affected the building and real estate business in any of its phases. Vacant houses and stores are filling up, the demand for building and business property is unabated, contracts for resident and business structures seem to be unaffected by the approach of the Winter, and there is what may be termed a thoroughly healthy condition, neither a boom nor yet a depression, but the fairest kind of activity. The Pacific Hardware and Steel Company is getting ready for



HOPKINS & ALLEN

Double Barrel Shot Guns

Stubbs English Twist Steel Barrels, Choke Bored, Rebounding Locks, Pistol Grip. Finely chequered stock with Rubber Butt-plate. Purdy pattern patent fore-end, Dolls head, Matted.

CAN'T SHOOT LOOSE

12 Gauge 30-inch Barrels. Weights 7¼ to 8 lbs.

PRICE $16.50

BEST GUN VALUE

Hopkins & Allen Arms Co.

NORWICH, CONN.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

expansion. A placard is now posted on its large building at Fremont and Mission Streets announcing the structure "For Lease." This is preliminary to the company's re-establishing itself in its greater quarters now being rapidly built on the southwest corner of Seventh and Townsend Streets, bounded front and rear by transcontinental transportation lines and railway tracks leading to all Pacific Coast points. According to an Oakland, Cal., publication the Pacific Steel and Wire Company's works of that city will shortly become one of the largest industries on the Pacific Coast. The paper announces that during the recent sojourn in the East of Frank L. Brown, manager of the business, new blood was infused into the company, which promises to result in operations on an enormous scale. Continuing, the publication says: "Both D. O. Mills and H. E. Huntington have become large owners of the stock and Mr. Huntington will be the managing director with headquarters in New York. The vast interests of these two men and the preparations for the manufacture of steel products on the Pacific Coast and locating the plant in Oakland gives promise of an impetus to other manufactories which will have an important bearing on the industries of Oakland in general." While learning to-day at Philpott Company's Sporting Goods Store that thousands of ducks are returning from the interior, where they were driven by the recent storm, to the nearby marshes, their favorite feeding grounds, and that sportsmen are getting limit strings, and that the gun and ammunition trade was never better, Johnson Reynolds entered the store. Mr. Reynolds is the new secretary of the Retail Hardware Dealers' Association of San Francisco. As such official he reported a healthy growing interest in the association work, and that very shortly there will be no more membership recruiting necessary, as about all of the city's retail Hardware dealers are now on the society's roster.

INDUSTRIAL PRESS ASSOCIATION.

SALESMEN AND SALES.

Any business man who stands in terror of his salesmen because they "sell the goods" might do well to wake up to the fact that it is his own fault if salesmen, when they leave him, can carry an appreciable amount of business to a competitor.

A salesman may hold trade by courtesy and favors, says System, but an intelligent sales manager and a wide-awake advertising department can create such a favorable impression for the house that customers in the remotest corners of the earth may soon be made to feel personally acquainted with the concern—can be made to feel that it is the particular business of somebody to sit at a table in the main office and attend to their individual needs. This is accomplished not only by prompt and careful attention to inquiries and orders and, by systematically following them up, but also by frequently sending special literature and an occasional letter or mailing card.

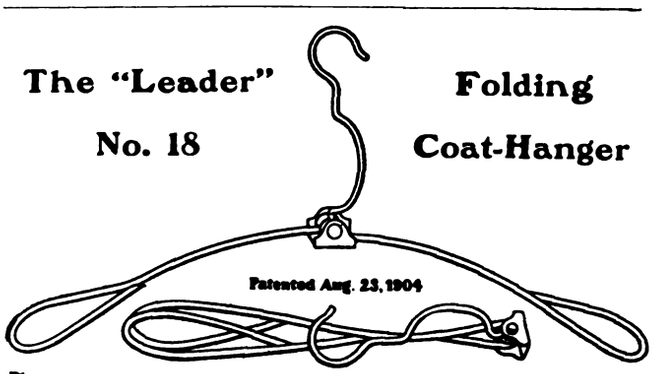
When the individuality of a concern has become impressed upon a customer who receives good treatment, the call of a competitor's salesman will seldom carry away the order, especially if a neat little reminder happened to drop out of the morning's mail. And these same ties of personal touch with the home office are what will hold business when the best of salesmen go over to a competitor.

Business should be built for the future, not for the moment. The success of a house should not rest upon the shoulders of one man, or of any number of men. A proper organization lives and grows beyond the coming and going of men.

The loyal salesman glories in the permanent organization of his house. He is one with the firm—may become a part of it some day; he is working for the firm, not for himself. Both for its effectiveness in establishing intimacy between the house and his customers, and for its immeasurable help in keeping business moving throughout his territory while he travels from point to point, and because, as he goes, he can actually see the good work go on, the traveling salesman appreciates, perhaps more than any one else, the importance of direct methods in advertising and of systematically "keeping at it."

It not only sells goods when he cannot be on the spot, but the little pamphlets and other special missives send the arguments on in advance, and a man will often read when he will not listen. The result is that the salesman has fewer obstacles to overcome, is saved many an argument, makes more sales and makes them easier, all because of the kindly aid of systematic advertising—direct.

The "Leader" Folding
No. 18 Coat-Hanger



JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.
Great seller for agents.
Write for catalogue and prices.
THE LEADER MFG. CO., HARTFORD, CONN.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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JAP-A-LAC

"WEARS LIKE IRON"

THE Hardware dealer, who is willing to take his share of the profits accruing from JAP-A-LAC sales, is sure to become an enthusiast on this new wood finish.

We advertise it in the principal magazines and periodicals, and spend immense sums of money in explaining its merits to the millions of readers.

JAP-A-LAC is the quickest selling commodity of its kind in the market.

JAP-A-LAC does not scratch white or show heel marks.

JAP-A-LAC may be used for all kinds of interior finishing, furniture, iron work, doors, etc.

There is nothing just as good. Why not stock what people call for?

Write for special proposition to dealers and full information.

THE GLIDDEN VARNISH CO.
MAKERS OF HIGH GRADE VARNISHES
No 44 WILLIAMSON BLDG. CLEVELAND, O.

OLDEST TIN MINES.

An interesting description of the tin mines of Cornwall is given by I. C. Fuller, a mining engineer who is thoroughly familiar with the deposits and is now in this country. These mines are among the oldest in the world. The Phoenicians as early as 500 B. C. had made their way to the southwest part of Britain and discovered tin deposits there. Although the mines have been worked almost continuously since that time there is no immediate sign of their giving out.

"Tin is the rarest of the so-called common metals," declared Mr. Fuller. "The annual output of the world at present is 75,000 tons, of which 5,000 comes from Cornwall. Prior to 1875 the number of tons raised at Cornwall was about twice as large and formed about one-fourth of the world's output, but since that year there has been an enormous expansion in the production as well as in the consumption of tin. Tin is now found on almost every continent. There are large deposits in the Malay peninsula, in a few of the Pacific Islands and in South America.

"More than five-sixths of the output of tin is derived from secondary alluvial deposits, but all from Cornwall is from vein mining. The vein stuff is broken either by hand or in rock breakers and stamped to fine powder in stamp mills. These mills are practically large mechanically worked pestles and mortars, the stamp proper weighing from 500 to 1,000 pounds.

"After the mineral has been crushed small enough to pass through a sieve with perforations one-twentieth of an inch in diameter it is carried from the stamp in suspension in water by means of a series of troughs in which the heavier mineral is collected.

"This mixture then passes through a series of washes which reduces its component parts to tinstone and ascenical pyrites. Refined thus far, it is submitted to a calcining process and rewashed, until finally black tin containing from 60 to 65 per cent. of metal is left. The dressed ore is then smelted.

"The mines are usually very hot owing to the lack of adequate ventilation, and some of them are over 400 fathoms deep and extend one or two miles under the sea. The chief source of danger is the sea water, which sometimes completely submerges the mines, often drowning the workers.

"The miners of Cornwall, when working on wages, make about 18 shillings a week, but the majority work on the contract system, or as you would say, by piece work, and of course their compensation varies. They live very comfortably and seem contented, being as a whole more conservative than the better classes. They do not accept Joseph Chamberlain's fiscal policy as readily as the better educated people, who are almost universally in favor of it. For some reason or other this seems to be a reversal of the ordinary status of society. Those most eager to grasp at innovations are usually the laboring classes."—*Iron and Machinery World.*

*

THE MALCOLM MANUFACTURING CO., Syracuse, N. Y., have issued their 1904 catalogue containing illustrations and descriptions of the Perfected Malcolm high grade rifle telescope for sporting, target and army rifles. Malcolm rifle telescopes and mountings range in price from $10.00 to $32.00. Some of the claims which they make for their telescopes are: Their experience covers a period of forty-five years; they use no cheap material or home ground lenses; their mountings are all made of the finest steel; they use from three to five power for hunting scope, and higher powers for target use; their scopes have the largest field possible; they are suitable for hunting moving game; the field is flat and illumined; the cross hairs are indestructible; their "Rough Rider" and "Bull's Eye" are the lowest price outfits on the market; the quality of "Definition" are alike in all their scopes; they vary in price because of the extra work on tube or use of achromatic lenses; their mounts vary in price because some have wind gauge and elevation attachment. They have reduced the prices, they state, to the lowest possible cost for the production of an honest, serviceable outfit. They make any of their combinations in any of the powers designated in their catalogue, and they guarantee entire satisfaction. Secure a copy of their catalogue if you are interested in telescopes.

BY THE WAY.

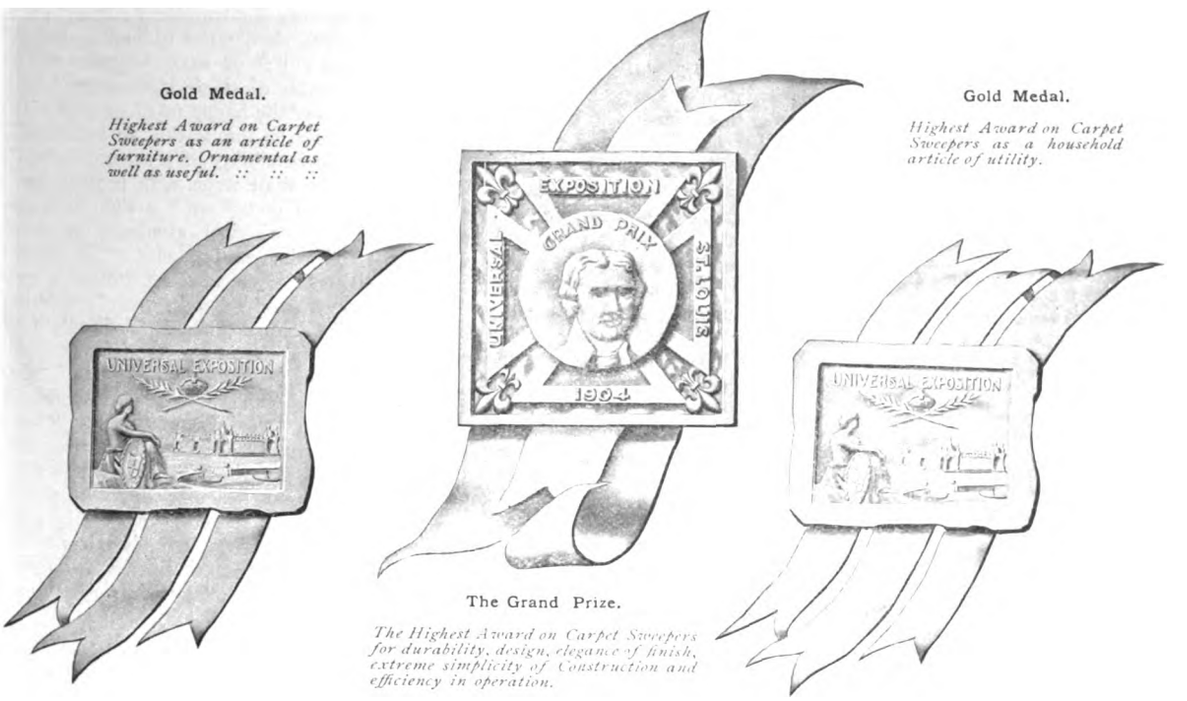
HAWKINS—My wife never gossips.

ROBBINS—Neither does mine. By the way, what does your wife call it?—*Town Topics.*

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NATIONAL

(Roller Bearing) CARPET SWEEPERS



"The Triple Medal Line"

The Grand Prize and Two Gold Medals as above have been awarded by the International Jury of Awards of the Louisiana Purchase Exposition on **National Roller Bearing Carpet Sweepers.** The highest and greatest award ever made on Carpet Sweepers.

This is an incomparable honor for "NATIONALS," a record not even approached, let alone equalled, clearly demonstrating the superiority of modern ideas applied in modern devices, along modern lines and of the quality and finish to stand the most severe tests. And, yet, this but a confirmation of the verdict of the thousands of dealers who have been selling our products, many of them from the very beginning of our business and who have always pronounced "NATIONALS," by far the superior.

THE GRAND PRIZE AND TWO GOLD MEDALS will not add to the cost of "NATIONALS." Our high standard of quality and finish and the general extreme simplicity of our line, which gained for us this unprecedented honor will be maintained in every respect.

MR. BUYER: Thousands upon thousands of women, the users of sweepers, have daily visited our booth and examined our goods. They have had the opportunity as never before of making their own comparison and have gone home with the facts firmly impressed upon their minds, that in NATIONAL Sweepers they can obtain something different, something better, all that is good and useful in carpet sweepers. Don't you want to meet the demand of your trade? It's THE TRIPLE MEDAL LINE. "Do it now."

NATIONAL SWEEPER COMPANY,

MARION, INDIANA.

CHICAGO BRANCH:
1411 MICHIGAN AVENUE.

CANADIAN BRANCH:
45 COLBORNE ST., TORONTO.

PACIFIC COAST BRANCH:
617 MISSION ST., SAN FRANCISCO.

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A WELL DESERVED REWARD.

It affords the publishers of Hardware much pleasure to announce that the International Jury of Awards of the Louisiana Purchase Exposition has awarded the Grand Prize and two Gold Medals on National Roller Bearing Carpet Sweepers, the highest and greatest award ever made on Sweepers. This would seem to establish the fact beyond all argument that Nationals are superior—better made, better finished, more simple in construction and more efficient in operation—than any other Sweeper made, and demonstrates in a most forcible manner that the product of modern ideas applied in modern devices on modern lines is the most desirable.

Before the advent of the National Sweeper Co. in the Sweeper business, Carpet Sweepers were advocated primarily as something nice to have, suitable for a Holiday present and a possible saver of labor. This firm has developed and made known a wider range of usefulness for Sweepers, and have proven them a necessity. It is claimed that their sweepers are made in such a manner as to make them an actual saver of labor, money and health to a much greater extent than is possible with other Sweepers, and that they have done more to promote the Carpet Sweeper business as an industry than any other manufacturer.

It is unnecessary to say that the Award will be equally gratifying to the thousands of dealers who are handling these goods, for, to them, it means more business. The work of this firm at the St. Louis Exposition should prove a great benefit to every dealer who handles the National line.

At their St. Louis World's Fair display, generally conceded the handsomest, most elaborate and instructive display of Sweepers ever made, their demonstrators have shown and explained the superior merits of National Sweepers to thousands of people, every one of whom is a customer of some Hardware dealer. A surprising number had never seen a Sweeper before and even a greater number had but the slightest conception of the many advantages of a Carpet Sweeper. They have had the opportunity, as never before, of making their own comparisons and learned thereby the superior merits of National's.

In a recent circular letter the National Sweeper Co. says:

"To those who are yet to become our customers we would emphasize by repeating that from the very inception of our business we have been the leaders. We produce and offer Sweepers of suprior quality, of more perfect workmanship, of finer finish and of more simple construction; Sweepers that are more efficient in operation and give the minimum of trouble. We have produced patent devices that make Sweepers more desirable, give them a wider field of usefulness; patented features that are absolutely original with us and cannot be obtained elsewhere; in this we have led and continue to lead. Furthermore, in addition to the regular lines, we have designed an introduced a higher grade and more expensive line of Sweepers, making them an article of furniture, ornamental as well as useful, rather than merely a means of sweeping, a household utensil to be kept in the background, enabling the trade to meet a greater range of individual taste; in this we have led and continue to lead. To sum it all up—to make it brief, crisp and snappy—we offer in National Roller Bearing Sweepers—something different, something better—all that is good in Carpet Sweepers."

HACKNEYED TERMS.

London Tid-Bits recently offered a prize for the best contribution on hackneyed terms used in writing and speaking, and here is the winning paper; it purports to be a law against the use of wornout expressions:

Be it enacted by the king's most excellent majesty, by and with the advice and consent of the long-suffering and sorely-afflicted reading public, and by the authority of the same, as follows:

1. Any journalist, litterateur, novelist, penny-a-liner or any other ink slinger, who after the passing of this act, shall write, print or publish, or cause to be written, printed or published any of the following or similar hackneyed or overused phrases—that is to say, in alluding to the awful mystery of death shall refer to "that bourn from whence no traveler returns;" or, in mentioning a deceased person, shall write of him or her as having "shuffled off this mortal coil;" or shall designate the condition of the unmarried as a "state of single blessedness;" or speak of a newly married couple as "the happy pair," or of a wife as "the better half;" or shall deny by implication an indisputable scientific fact by asserting the possibility of a person's being "conspicuous by his absence;" or shall write with profane pen the expressions, "a sight for the gods," or " a sight to make angels weep;" or, in reference to physical attributes or peculiarities, shall use any of the following expressions: "The bated breath," "the human form divine," "eagle glance," "magnetic gaze," "dilated nostrils," "willowy form," "arch smile," "daintily gloved hand," "flowing locks," "golden tresses," "delicately tinted lips," "the inner man," or shall speak of the "popular president." "the courteous general manager," "the genial secretary," "the charming hostess," "a few well chosen words," "the succulent bivalve," 'the psychological moment," "so near, yet so far," "last but not least," "a dull, sickening thud," "his own inimitable style," "old Sol," "the gentle light of the moon," "a cool million," or shall use any similar hackneyed expressions such person shall be guilty of a misdemeanor, and, being thereof convicted by public opinion, shall be compelled to pay away half his salary to the Home for Old Jokes, and the delinquent shall offer an ample apology to the public and agree never again to infringe the provisions of this act.

Tough Enough.

He—He's disappointed in love.
She—Got the mitten, I suppose?
He—No; got the girl.

Why Not?

"You hold my future happiness," he told the girl.

"Why don't you hold it yourself?" she asked, coyly.—*Chicago Post.*

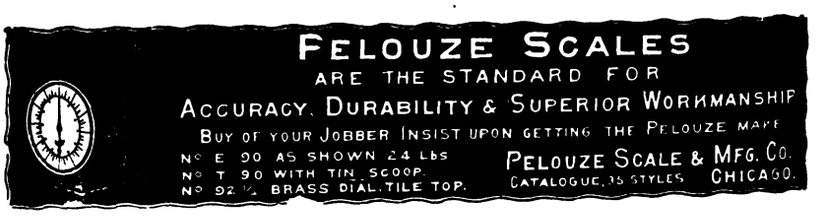
TRADE NOTES

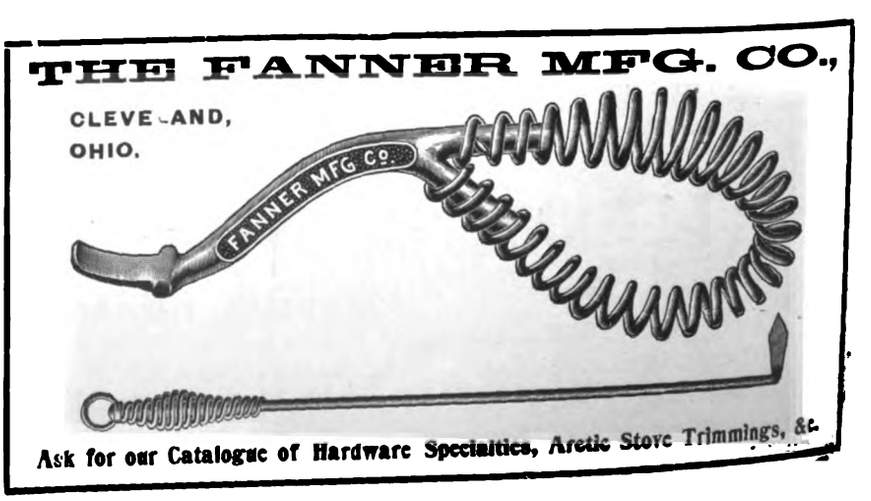
South Bend, Ind.—Andrew Zeltner, of the firm of Zeltner Bros., South Chapin Street Hardware dealers, has purchased the H. French Hardware store at 125 North Main Street, recently sold to M. Dinan. He will continue to keep an interest in the Chapin Street store. The new establishment will be greatly improved after the present stock is disposed of.

Tilden, Neb.—W. W. Weaver, of this place, has sold his Hardware store to A. N. Snider.

Windsor, N. Y.—James C. Elliott has purchased the stock of tinware, tools, etc., of the estate of the late H. R. Rider, and will continue the business in the same place. Melvin Warner will have charge of the business.

Watertown, N. Y.—The Harbottle Co., engaged in plumbing, heating, roofing and ventilating, have just established a new department, that of general Hardware. This is strictly a new departure for this concern and the fixtures and stock will be thoroughly new throughout. Shelf and heavy Hardware and everything for the blacksmith, carpenter, cabinetmaker and machinist in the line of tools and supplies will be carried in the stock.





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Why it PAYS to buy

HOLIDAY GOODS

of Butler Brothers

Though we shall this year, as usual, sell several times as many Holiday goods as any other jobbing concern in the trade, the biggest half of our business is yet to come.

We dare to carry a complete stock of Holiday Goods long after the "drummer's" season is over, because we sell by catalogue only. Our book calls on a hundred thousand merchants in the time a salesman could call on ten.

When you buy Holiday Goods of us you do not have to load yourself down many months in advance of the selling season. We shape our stock to suit your convenience.

Our annual "Santa Claus" edition is just out. It contains everything we have to offer and names the only prices we have to quote. Everything is illustrated and described so you know what you are to get.

This catalogue takes the holiday markets of the world to your store. Whatever there is to be had that SELLS—new or old—appears therein, and at a right price Whether you want a little fill-in order of $20, or a full-grown $2,000 stock, we have the goods ready for you.

Now that the rush season is about to begin it is worth your while to remember that mail orders are the only kind of orders we know anything about.

Our catalogue is sent free to any merchant on request. Ask for No. CC 518—the Santa Claus edition.

BUTLER BROTHERS

Wholesalers of Everything---By Catalogue Only

NEW YORK CHICAGO ST. LOUIS

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Boston, Mass.—The H. H. Green Paint and Hardware Co. has been incorporated. Capital, $20,000. President and Treasurer, William E. Harmon.

Bozeman, Mont.—The Gallatin County Farmers' Alliance, No. 1, of Montana, has been incorporated. The object of the organization is to deal in farm and dairy products, Hardware, building material, etc., with headquarters at Bozeman, and has a capital stock of $10,000. The Board of Trustees is composed of Z. S. Morgan, of Gallop; A. L. Love, Harry L. Smith, E. Hodgman and T. P. Stevenson, of Bozeman.

Brookdale, Que.—C. Bishop, late of the firm of Williams Bros., has formed a partnership with William Butchart to engage in the Hardware business.

Brooklyn, N. Y.—The Harry Kiefer Co. has been incorporated (heating apparatus and Hardware). Capital, $12,000. Directors: Harry Kiefer, C. E. Scriven and C. W. Cougden, Brooklyn.

Gainesville, Fla.—The S. J. Thomas Co. has been incorporated. Capital stock, $50,000, fully paid up. The purpose of the concern will be to do a general mercantile and contracting business in connection with Hardware, seeds and furniture, and supplies and materials of all kinds appertaining thereto. This corporation is due to the consolidation of the Hardware interest of S. J. Thomas and T. F. Thomas, who recently purchased the stock of the T. F. Thomas Hardware and Seed Co., owned and operated by James M. and Lee Graham. The new concern expects to increase its list of traveling salesmen, thus extending its business. The incorporators are: S. J. Thomas, T. F. Thomas and R. E. Hill, Jr.

Galt, Mo.—The Farmers' Hardware Co. has been incorporated. Capital stock, $5,000. Incorporators: William M. Sprout, A. Pettit, W. D. Downing and others.

Horseheads, N. Y.—Roy Bowers will engage in the Hardware business.

Mason City, Iowa.—The Bailey-Downing Hardware Co. has been incorporated. The capital stock is $25,000. L R.. Bailey and others are the incorporators.

New Orleans, La.—The J. Frank Hardware Co. has been incorporated with a capital of $25,000, to do a general Hardware business. W. J. Gaylor is president; J Frank, manager, and L. Farque, secretary and treasurer.

New York, N. Y.—Bellows & Myers Co. has been incorporated; agricultural implements. Capital, $6,000. Incorporators and directors for the first year: Lillian A. Bellows, F. A. Myers, H. E. Herman, Brooklyn.

New York, N. Y.—The Hayden Automatic and Equipment Co. has been incorporated; Hardware goods. Capital, $500. Incorporators and directors for the first year: C. A. Hayden, J. H. Hayden, Elsie V. Hayden, New York.

Redondo, Cal.—John E. Gish, of Pasadena, has opened a new Hardware store.

Rockland, Me.—Norton & Cunningham have opened a new Hardware store in the Odd Fellows' Block.

Trenton, Mo.—The Witten Hardware Co. has been incorporated. Capital stock, $20,000, one-half paid. Incorporators: S. G. Witten, A. E. Fisher and J. B. Wright.

Warrensburg, Ill.—Postmaster Schroeder, of this place, will open up a Hardware and Furniture business.

Whittier, Cal.—The Humphrey-Daggett Hardware Co. has been incorporated. Directors: H. E. Humphrey, of Whittier; C. H. Daggett, H. L. Daggett and Sarah M. Daggett, of Los Angeles, and H. H. Humphrey, of Minneapolis, Minn. Capital stock, $25,000.

Vanlue, Ohio.—Messrs. Johnson and Bowman, of Wharton, have leased the Herman Building, and will open a Hardware and implement store.

Changes.

Allegan, Mich.—Roberts Bros., of Schoolcraft, have purchased the Baxter & Davison Hardware stock.

Americus, Ga.—The Messrs. Sheffield have recently purchased the entire undivided half interest in the Huntington estate in the Sheffield-Huntington Co., a wealthy corporation extensively engaged in the Hardware business.

Anniston, Ala.—A branch house of the City Hardware Co. has been opened in Oxford. E. Stevens, who has been identified with the company for some time, will be in charge there. A full line of Hardware, buggies, wagons, harness, etc., will be carried.

Ashland, Ky.—The Foster Hardware Co. has about completed a large warehouse on Main Street, almost opposite their store.

Ashland, Ky.—The personnel of the Ashland Hardware Co. changed somewhat recently, when D. L. Bash, of this city, bought the interests of H. F. McCown and assumed his place in the firm at once.

Belton, Texas.—Lee Peyton, who has for many years been a prominent Hardware mechant of Belton, leaves to-morrow for Vicksburg, Miss., where he has acquired one-third interest in the Wright Bros. Hardware Co., a concern which does an annual business of $300,000. He will have charge of the retail department. Charles B. Smith takes the place vacated by Mr. Peyton in the Smith-Peyton Hardware firm here.

Birmingham, Ala.—Isaac A. Lewis, of the Lewis Hardware Co., has purchased the stock of goods of Terry Brothers, who have conducted a five and ten-cent store in the Steiner Block for some time. Mr. Lewis is moving the stock to his double stores on Nineteenth Street.

Canandaigua, N. Y.—Alex. Davidson is making extensive improvements at his Hardware store, including an elevator, stove show room on the second floor and increased storage capacity on the third floor.

Cleveland, Ohio.—The Cleveland Hardware Co. are erecting a four-story addition, of heavy steel construction, 175 feet long and 80 feet wide.

Coal City, Ill.—William Mill and Bert Walters have purchased the large stock of furniture and Hardware of George A. Trotter.

Crawfordsville, Ind.—Mr. Nichols has purchased and taken possession of the Charles W. Ross Hardware store.

Decatur, Ill.—J. M. Hughes has sold his agricultural implement business on South Water Street to J. A. Reavis. Mr. Hughes retires on account of poor health.

De Land, Ill.—C. E. Kesler, of this place, and William Kesler, of Litchfield, Ill., have purchased the Hardware stock of Haggard & Armstrong.

Denison, Texas.—The Jackson Howle Hardware Co. has bought the stock of Hardware belonging to Darnell & Hardie.

Denton, Tex.—Work has been commenced this week on enlarging the brick building occupied by the Hardware firm of Taylor & Gentle. The building will be extended 20 feet, which will make it 100 feet in length. The rapid and continual growth of this firm's business demanded additional room. This extension gives them a grand total of 8,000 square feet of floor space.

Lyons, Neb.—W. H. Clements and E. P. Ustick have bought the implement stock of Palmquist, Shellberg & Co.

Marion, Ohio.—George Lawrence, a member of the firm of Lawrence & Geddis, implement dealers, has disposed of his interests to Harry Rice, of Caledonia. Mr. Rice is well acquainted with the implement business. The firm will be known as Geddis & Rice.

Mechanicsburg, Ohio.—E. K. Hulmes & Son have taken possesion of the Hardware store lately purchased.

Nashville, Tenn.—The Dudley Hardware Co. has appointed H. H. Mayberry as their Birmingham agent.

Minier, Ill.—J. M. Heart & Son have sold their Hardware and furniture stock to Ed. Buchreg.

Moscow, Pa.—F. B. Gardner has sold his Hardware store to a Mr. Heible.

Painted Post N. Y.—The partnership lately subsisting between James C. Orr, Walter A. Smith and Edwin F. Smith, under the firm name of Orr & Smith Hardware Co., was dissolved on the 10th day of September, 1904, by mutual consent.

Pine Bluff, Ark.—Work has been started on a new building for the McGaughy Hardware Co. on Main Street, between Third and Fourth Avenues.

Pt. Clinton, Ohio.—Henry Bredbeck has sold his Hardware store to a firm composed of J. E. D. Washburne, Amos Fall, Jr., and Charles Wolf.

Radcliff, Iowa.—The C. H. Widener Hardware business, buildings and real estate were recently traded to William Webber for 760 acres of land, crops and farming implements in Southeastern Kansas.

Raritan, Ill.—Allison & Dawson have purchased the implement business of Huston & Darr, and will conduct it in the future.

Redlion, Pa.—Howard H. Sheeler has moved his Hardware store into his new building, on South Main Street.

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It looks as though crispy, brown loaves and juicy roasts would come from its ovens—and it doesn't belie its looks for it has proved itself to be the best baker and most economical fuel consumer on the range market.

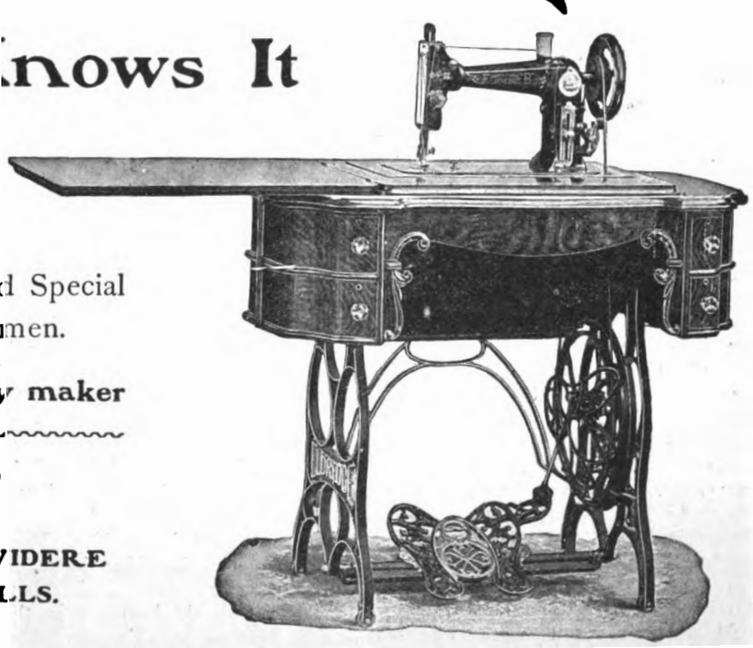
We want you to sell *The* **Folsom Steel Range,** but we can't sell you and your competitor, too, so get in your option quickly.

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Everybody Knows It

and Respects It



We have an entirely New and Special proposition for Hardwaremen.

Write for it **It's a money maker**

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NATIONAL SEWING MACHINE COMPANY

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Boston, Mass.—The Continental Wood Screw Co. has been incorporated; capital, $150,000; president, Thomas P. Swift; treasurer, Alden B. Webber.

Boston, Mass.—The H. H. Green Paint and Hardware Co. has been incorporated. Capital, $20,000. President and treasurer, William E. Harmon, 941 Washington Street, Boston; clerk, Arthur P. French, 89 State Street, Boston; directors, as above named and Arthur W. Thayer, Brockton.

Brooklyn, N. Y.—The Robert P. Brown Manufacturing Co. has been incorporated; manufacture wire products; capital, $10,000. Incorporators and directors for the first year: William W. Brown, Ridley Park, Pa.; H. E. Bates, New York; F. S. Davison, Brooklyn.

Brooklyn, N. Y.—The Serving Tray Co. has been incorporated (kitchen utensils). Capital, $2,000. Directors: Jordan L. Snedecor, of New York; John Wright, and Ida B. Fowler, of Brooklyn.

Canastota, N. Y.—J. L. Oakes has entered into partnershp with J. W. Bouchard for the purpose of manufacturing a device for stropping razors. The device, which was invented by Mr. Bouchard, will be manufactured in Canastota.

Cedar Rapids, Iowa.—The Denning Wire and Fence Co. has recently been incorporated with a capital stock of $500,000 to take over the plants of J. M. Denning and make further enlargements for the manufacture of his wire fence and other specialties.

Chattanooga, Tenn.—The Tennessee Stove and Manufacturing Co., of Hamilton County, has been incorporated. Following are the officers chosen: President and treasurer, J. L. Caldwell; first vice-president, G. N. Henson; second vice-president, R. B. Davenport; secretary, G. W. Corey; directors: J. L. Caldwell, G. N. Henson, R. B. Davenport, G. W. Corey, R. L. Westcott, J. L. Foust. The capital stock is to be $50,000. It is expected that the plant will be ready for business by January 1.

Chicago, Ill.—The Haynes-Bates Manufacturing Co., Chicago. Capital, $30,000. Manufacturing Hardware specialties. Incorporators: E. L. Haynes, George C. Bates and George E. Caughey.

Cleveland, Ohio.—The Terrokraft Co. has been incorporated. Capital, $50,000. Incorporators: F. C. French, W. F. Karr, A. A. Stearns, Leonard Parks and George M. Powell. They will make builders' Hardware, etc.

Connersville, Ind.—A new concern has been organized for the manufacture of steel tools. The officers of the new company are: Simon Doenges, president; W. L. Cortelyon, secretary and treasurer, and L. M. McMeans, superintendent. The new concern will be known as the Standard Tool Works, and will begin operation at once on South Central Avenue. All kinds of steel tools will be made and also a specialty will be made of general repair work.

Des Moines, Iowa.—A company known as the One Minute Washing Machine Co. is being organized by D. B. Lyons and others, for the manufacture of washing machines after new designs patented by Mr. Lyons.

Duluth, Minn.—The Household Novelty Co. has been incorporated. Capital stock, $50,000, and it will manufacture novelties for household use. Carl E. Lundblad, John J. Wangenstein and John Jenswold Jr., are the incorporators.

Galesburg, Ill.—The Galesburg Coulter-Disc Co. has been incorporated. Capital, $100,000. Manufacture of tools, implements and machinery. Incorporators: S. A. Ingersoll, L. W. Sanborn and C. M. Avery.

Indianapolis, Ind.—The Hoosier Jack and Combination Tool Co. has been incorporated. Capital stock, $10,000. Directors: J. B. Runner, L. J. Dun and O. E. Dunn.

Milwaukee, Wis.—The Steitz Implement Co. has been incorporated. Capital, $50,000. Incorporators: James A. Sheriffs, Leo Torbe and Ashley S. Farnham.

Mt. Gilead, Ohio—The Mobile Garden Improvement Mfg. Co. has been incorporated. Capital stock, $10,000. Incorporators: W. H. M. Carlisle, T. Brown, A. Cohn, J. B. Baumberger and N. Tucker.

New Rochelle, N. Y.—The J. L. Mitchell Paint Co. has been incorporated. Capital, $25,000. Directors: J. E. Mitchell and P. E. North, New Rochelle, and George Hunter, Brooklyn.

New York, N. Y.—The American File Sharpener Co. has been incorporated. Capital, $25,000. Directors: J. S. Murphy, W. J. Moran and P. T. Sherman, of New York City.

New York, N. Y.—The New York Automatic Washing Machine Co., of New York City. Capital, $300,000, and directors, Maross Jenkins, of Oakland, N. J., and Richard Dougherty, and J. J. McDavitt, of New York City.

Prophetstown, Ill.—The Eclipse Lawn Mower Co. has been incorporated. Capital, $10,000. Manufacturing lawn mowers. Incorporators: W. M. Carqueville, C. L. Fernow, R. A. Carqueville.

Rockford, Ill.—The J. L. Clark Manufacturing Co. has been incorporated. Capital, $25,000. Manufacturing Hardware. Incorporators: J. I. Clark, Mary E. Clark and I. H. Clark.

Taunton, Mass.—A new industry has been started in Taunton. Hiram Bliss and J. A. Welch have a new process of plating nails, tacks and small articles, claimed to be far superior and also cheaper than the old process of tinning or galvanizing.

Toronto, Can.—The Imperial Hardware Manufacture Co. has been incorporated; capital, $40,000.

Wallingford, Conn.—The Williams & Goldenblum Co. has been incorporated. It will manufacture saws made from stripped steel and will do business in the United States, Mexico and Canada. The present capital is $2,200.

Washington, D. C.—The National Cutlery and Machinery Co. has been incorporated. Capital, $250,000. Incorporators, Jacob Oefinger, Edgar Chambers, Messrs. Frere, McLaughlin and Ochsenreiter.

West Point, Miss.—The Gem Stove Works has been incorporated, with a capital stock of $10,000.

Winston-Salem, N. C.—The Winston Handle Co. has nearly finished the erection of a large and complete plant for the manufacture of handles, and is about to commence operations in it. The company will solicit both foreign and domestic trade.

Changes.

Canastota, N. Y.—A change has just taken place in the membership of the Patten & Stafford Co., successors to Patten & Stafford, manufacturers of wheel rakes, harrows and other farming implements. E. L. Mason and E. C. Milburn have disposed of their stock in the company and retired from the firm. The stock is now owned equally by William H. Patten and Milton Delano. Mr. Milburn will continue as an employee of the company.

Chicago, Ill.—The Kellogg Harvester Co. has increased its capital stock from $50,000 to $200,000.

Detroit, Mich.—The sale of the Simonetta File Works, High Street, has been indefinitely postponed, and the stockholders are now trying to make a new deal by which additional capital can be secured and operations resumed. They believe there is a good thing in the business if conducted on business methods.

Erie, Pa.—The Odin Stove Co. has commenced work on a new addition to the West Twelfth Street plant. The addition will be of brick and will be 123 feet long and 52 feet deep.

Evansville, Ind.—The Evansville Stove Works have finished moving their machinery, patterns, moulds, etc., to their new building in Outer Fulton Avenue from the buildings at the corner of Franklin Street and Seventh avenue.

Franklinville, N. Y.—W. N. Sill has sold his interest in the plant of the Ontario Knife Co. to J. L. Burritt, of New York. Mr. Burritt and associates will enlarge the plant and employ about fifteen more men than at present.

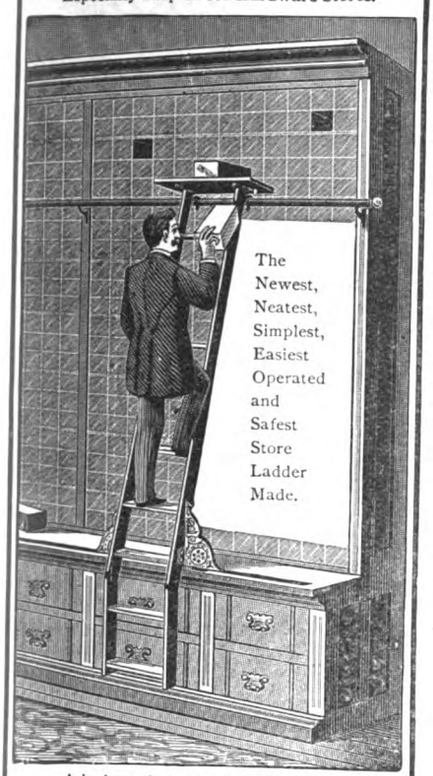
La Crosse, Wis.—The Summit Stove Co. will establish a branch factory here, which, it is expected, will be in operation by February 1st.

Milwaukee, Wis.—The Playsted Tool and Die Co. has increased its capital stock from $5,000 to $10,000.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



THE SCHWERDTLE STAMP CO.,
STENCILS-BRANDS-
STEEL STAMPS & DIES
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

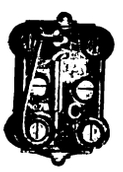


When a Young Man's in Love, That's His Business;
When He Marries the Girl, That's Their Business;
But When They Start Housekeeping,
That's Your Business.

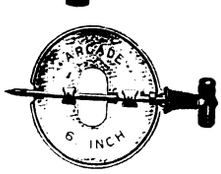


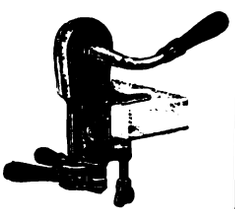


YOU can supply them with the numerous necessary articles we manufacture for use in the kitchen and about the home, such as



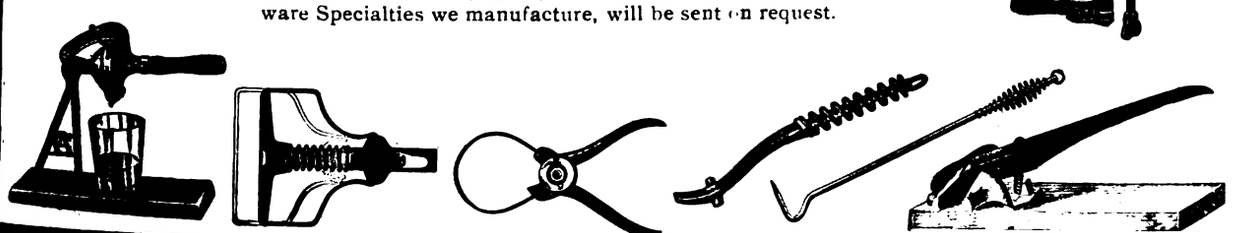
Coffee Mills
Knife, Salt and Spice Boxes
Lemon Squeezers
Mincing Knives
Stove and Plate Lifters
Stove Pokers
Mop Heads
Knife Sharpeners
Ice Picks and Shaves
Can Openers
Kitchen Sets
Fruit Jar Wrenches
Cake Turners
Stove Pipe Dampers
Cork Pullers
Lamp & Shelf Brackets
Latches, Pulls and Bolts
Window Screen Frames
Spring Hinges
Carpet Beaters and Stretchers
Tack Hammers & Claws

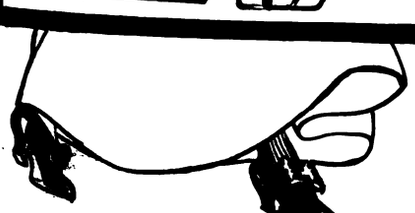




Our New Catalog

containing over 200 pages, profusely illustrated with cuts of the Hardware Specialties we manufacture, will be sent on request.





Arcade Mfg. Co.
Freeport, Ill.



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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—The George C. Sherick Co. has been incorporated to deal in firearms, sportsmen's supplies and cigars and tobacco. Incorporators: Benjamin C. Nicoll, George C. Sherick, Charles C. Carver, John J. Gregg and I. Spence Crevey. Capital stock, $1,000.

Franklin, Pa.—The Franklin Motor Co. have broken ground for a new building to be used as an automobile storage and repair shop. There will be ample room for storage of twenty-five machines. They intend equipping the repair shop with all modern appliances for repair of automobiles and Bicycles.

Nashville, Tenn.—The White Haven Gun Co., of Shelby County, has been incorporated with $6,000 capital stock. The incorporators are: J. B. Hildebrand, J. W. Hale, W. B. Van Hook, J. H. Van Hook, C. B. Hildebrand, J. N. Beasley and E. W. Hale.

New York, N. Y.—The Coasting-Cycle Co. has been incorporated. Capital, $50,000. Directors: E. A. Smith and Frank Zittel, New York; R. C. Wack, Hastings-on-Hudson.

Scio, N. Y.—Gene Smith, whose store was burned, has purchased the store of Coyle Brothers and moved it back from the street and will fit it up for a gas office and bicycle repair shop.

Southampton, N. Y.—Harry Lillywhite has gone to Hot Springs, Va., where he will conduct a sporting goods business during the Fall and early Winter and after the holidays will go to Florida, to conduct his business there during the Southern season. William Lillywhite is still in Southampton and will continue the business here until the opening of the Florida season, when he will go directly to St. Augustine and join his father there.

Changes.

Akron, Ohio.—Joseph & Gumbert have combined their Bicycle business with the Century Cycle Co. The owners of the new business are J. F. Joseph, Philip Wagner and Charles H. Gumbert.

Chicago, Ill.—The Diamond Rubber Co. has opened new branches at Minneapolis and St. Louis. At the latter R. L. McCrea, who has long been identified with the Chicago office of the company, will be in charge at 3966 Olive Street, and at Minneapolis W. E. Roby, who has been looking after trade for the Diamond Co. in that section for some time, will take care of the business, the stores being located at 611 First Avene, South. Complete tire stocks will be carried at both new branches.

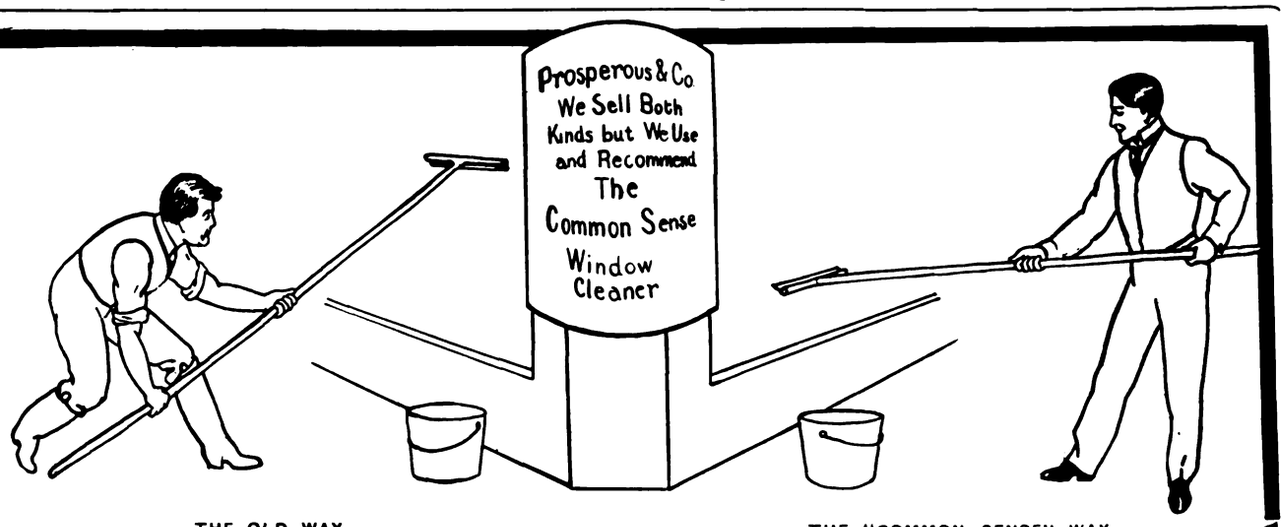
Chicago, Ill.—The Pope Mfg. Co. has begun the abandonment of the Crescent factory. As the work on hand is completed the plant will be shut down gradually and dismantled. The work of manufacturing, so far as the Western department is concerned, will be transferred to and concentrated in the Rambler factory, which is owned by the Pope people.

Elkhart, Ind.—The Buescher Toe Clip Co. has succeeded the Buescher Mfg Co.; in addition to toe clips, the L. A. W. combination lock will be manufactured. Changes in the latter now make it applicable to chainless and motor bicycles, as well as the chain driven kind; it remains of vest pocket size.

Plymouth, Wis.—R. H. Weber has purchased the business of A. Sittmaus, at Watertown, Wis., and will make his headquarters there; he will, however, also continue his shop at Plymouth.

Scranton, Pa.—E. C. Bechtold, who has conducted a bicycle store on North Main Street for several years, has disposed of the business to Charles C. Garrison, of Schenectady, N. Y.

Syracuse, N. Y.—We have received word that the firm of Siegel, Cooper & Co., of New York and Chicago, is negotiating with the Syracuse Arms Co. for the purchase of its business.



THE OLD WAY THE "COMMON SENSE" WAY

A Clean Sweep

That is what we made when we introduced the trade to

COMMON SENSE WINDOW CLEANERS

By the adjustable spring and hinge, the rubber adjusts itself to any angle allowing a

Clean sweep from top to bottom of the window

with the old style the pole hit the sidewalk before the window was half cleaned.

No more half cleaned windows—sloppy sidewalks—chapped hands and tired backs.



That spring hinge makes **the rubbers last double time.**

Don't Argue **Don't Wait**

WRITE TODAY.

F. H. SMITH MFG. CO.

AND ALL JOBBERS.

18 W. Randolph St. Chicago, Ill.

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THE NEW

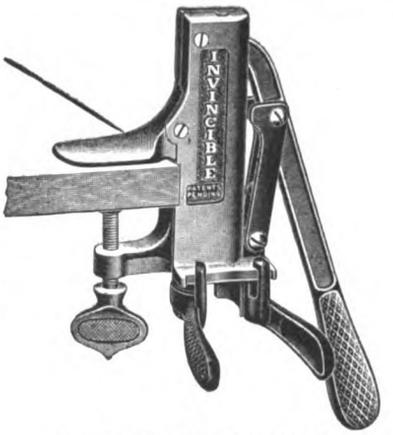
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

BEST BAR PULLER MADE

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. ✂ WORCESTER, MASS.

MOST POPULAR GARDEN BARROW ON THE MARKET.



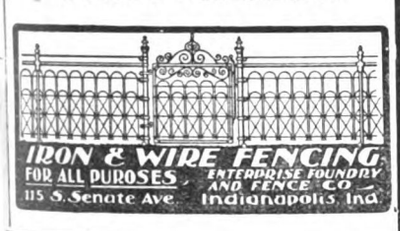
With Wood or Steel Wheel.

Frame is made of well seasoned hard wood.
Three cross bars mortised into handles.
Frame painted red, and sides olive. Handsomely striped and varnished.

ORDER NOW FOR SPRING TRADE.

SYRACUSE CHILLED PLOW CO., Syracuse, N. Y., U.S.A.

GOODAGENTS WANTED TO SELL



THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



The "FOLLETT"
NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



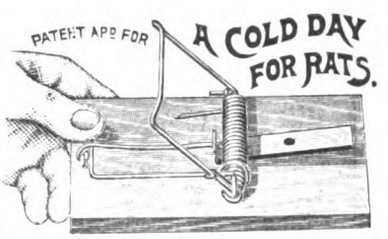
"Odorless" Refrigerators
COLD STORAGE IN PERFECTION.

Low Temperature is Not the Only essential of perfect cold storage—proper ventilation is absolutely necessary to good results. In fact, a higher temperature that has a free circulation of air is better than a lower one that has no air in motion.

The "Odorless" Refrigerators not only produce the coldest storage, with the least ice, but so perfect is the ventilating system that milk, butter, fish and fruit may be kept together without giving the least taint to each other. We recommend them fully. Write for Catalog R.

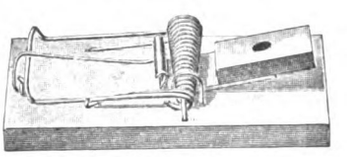
The Keyser Manufacturing Co.,
CHATTANOOGA, TENN., U. S. A.

A Good Catch for Dealers!



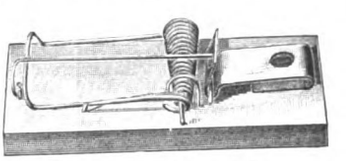
BLIZZARD No. 1.

A breezy death to rats!



OLD NICK No. 2.

Kills them quick!



THE JOKER TRAP.

Champion rat choker!

Any one a good catch for the dealer.

Write for prices and learn how to make a good deal out of these catchers.

J. M. MAST MFG. COMPANY,
Lititz, Pa., U. S. A.

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HARDWARE SPELLBINDERS.



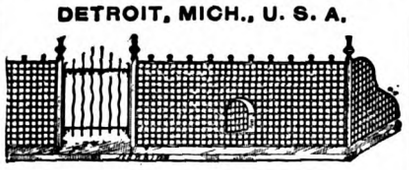
Our Scrap Book of Hardware Ads contains fifty-four heart to heart talks with the public, selected from over three hundred and covering every week in the year and most things you sell. All were written by an experienced hardware man and are original.

They Increased our Business.
They'll Increase Yours.

We sell them to only one dealer in a town. Write us for samples and price.

THE JOHN E. BASSETT & CO.,
New Haven, Conn.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and
SEND FOR CATALOGUE 20H

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING CO. New York, N. Y.

Wanted.

WANTED—Sheet metal patented articles to manufacture on royalty or buy outright. Address "Sheet Metal," 115 Third St., Middletown, O.

WANTED—A young man as assistant stock clerk in a Hardware store. Address "Axiom," care HARDWARE.

WANTED—Exclusive line of goods or specialty—must be strictly high class and fit cutlery specialty. Have every facility to finance and market extensively all over the world, excellent New York office, six domestic travelling men. Address "Z. A." care of HARDWARE.

A SALESMAN visiting ice factories, breweries, cold storage and steam plants having side track connections, will hear of highly profitable side line by addressing M. Mitshkun Co., Detroit, Mich.

Agency Wanted.

J. V. WILLIAMS, Manufacturers' Agent, El Paso, Texas, desires to represent manufacturers of mine, smelter and builders' supplies in New Mexico, Arizona and Mexico.

Situation Wanted.

STENOGRAPHER AND TYPEWRITER desires position in New York City; willing to start at reasonable salary with prospects of increase. Reference, Hardware Publishing Co. Address "Miss M," care of HARDWARE.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't YOU try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

The A. J. PHILLIPS CO.,
FENTON, MICH.



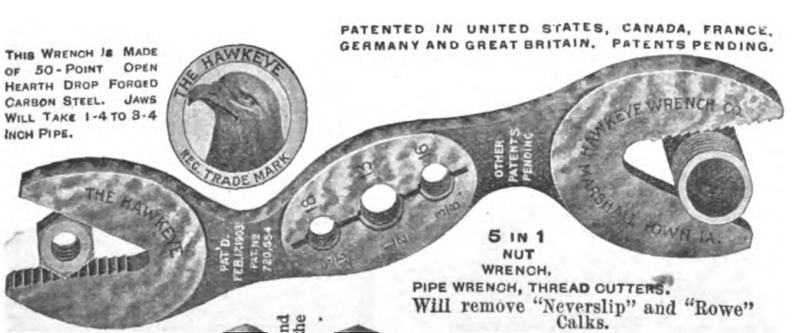
PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.



THAT NAME
"ANDERSON"
has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for Customers who require an extra high grade tool
Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
21-31 ST AUBIN AVE,
DETROIT, MICH



Best Wrench Made For Automobiles
Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



The Best Wrench Made.

The easiest selling wrench on the market
Ask for prices and discounts.

HAWKEYE WRENCH CO.
MARSHALLTOWN, IOWA

KNIVES.

Shoe, Butcher and Kitchen Cutlery, Carpenters' Drawing Knives, Screw Drivers, etc.



Send for Illustrated Catalogue of Full Line.

C. J. KIMBALL CO. BENNINGTON, N. H. U. S. A.

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PIKE'S WHETSTONES

ARE THE BEST

When we say the **"BEST,"** we mean just that. We know WHAT WE ARE SAYING.

We base our claim for knowledge on our experience of eighty-two years in this line. All goods bearing our trade-mark are fully guaranteed.

A FEW OF OUR LEADERS

LILY WHITE WASHITA

The best natural Oilstone known for carpenters' use. Every stone guaranteed.

ARKANSAS

Hardest and Finest natural Oilstone made. Unsurpassed for use of surgeons, dentists, jewelers and others using highly tempered steel tools.

INDIA OILSTONE

Manufactured by NORTON EMERY WHEEL CO.

We are *Sole Selling Agents* for this celebrated artificial stone. Made of pure corundum, the fastest cutting abrasive known. All shapes and sizes. Coarse, medium and fine grits. Every stone fully guaranteed.

RAZOR HONES

Our BELGIAN OIL HONES are personally selected by us at the quarries. We are *Sole Agents* for the United States and Canada for the original Escher & Co.'s genuine GERMAN WATER HONES, and the celebrated SWATY HONES.

SCYTHE STONES

We manufacture such well known brands as Black Diamond, White Mountain and Indian Pond. Note: We can furnish any "GRIT" required.

BEAR IN MIND you can cover all your requirements in the sharpening stone line in ONE ORDER, making sure of prompt shipment, best quality and GOOD PROFITS.

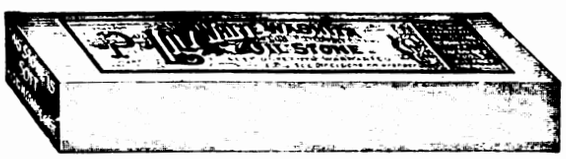
Buy early and have satisfactory goods on hand when you need them.

A postal will bring you our 68 page 1904 Catalogue and all the information you desire.

THE PIKE MANUFACTURING CO.

PIKE, N. H., U. S. A.

NEW YORK BRANCH:
151 CHAMBERS STREET
NEW YORK CITY



PIKE'S LILY WHITE WASHITA



PIKE'S GENUINE ARKANSAS



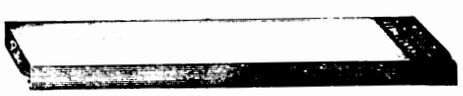
REGULAR INDIA BENCH STONE



BELGIAN OIL HONE



GERMAN WATER HONE



GENUINE SWATY HONE



BLACK DIAMOND—FINE SHARP GRIT



WHITE MOUNTAIN—(MEDIUM COARSE GRIT)



GENUINE INDIAN POND—(COARSE FAST CUTTING GRIT)

SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE

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GET OUR PRICES BEFORE ORDERING



WRITE FOR QUOTATIONS

Mention "Hardware."

$23,500,000



Has been appropriated by the Government for the R. F. D. Service. This means the establishment of thousands of new routes.

Are you ready for the demand for mail boxes?

Goshen and Kelly Boxes are Approved

By the Post-Master General and cost no more than other kinds.

We can help you Get this Business.



KELLY FOUNDRY AND MACHINE CO. 113 Purl St., Goshen, Ind.

Also manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low WagonWheels, Rural Mail Wagons, &c.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.

Greenerd Arbor Press



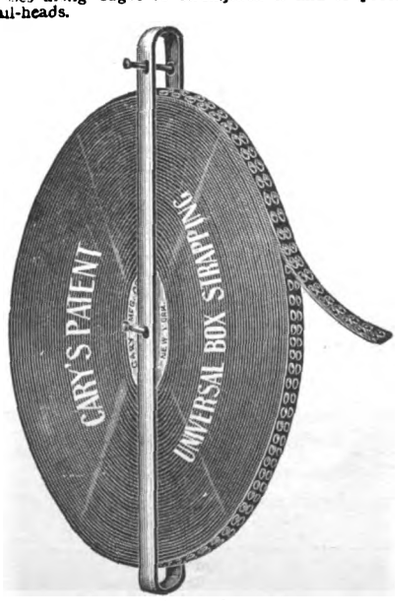
It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

SEND FOR CIRCULAR.

Chandler & Farquhar Co.
131 Congress St., Boston, U. S. A

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"BERNARD" MUSIC WIRE NIPPERS

are especially made for **cutting off hardened steel wire.** Parts interchangeable. Full nickel plated.



We Manufacture **"BERNARD"** Pliers, Nippers and Punches of every description. They are famous for their excellence. Ask us about our "Elm City" Staple Pulling Pliers—They have no equal.

Our latest Catalogue gives our complete line.

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.

Manufacturers of
Bernard's Patent Pliers, Nippers, Punches and Tools.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
" D.....per M 34@ 35c
E. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M ..20&5%
S. L. Caps (Sturtevant Shells) $2.00 per M.....90%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1 49
Cent. Fire,.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge..35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1 , 12, 16 and 20 gauge.....30%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B. 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2 25

GUN WADS—℔ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....80
P. E., 9 & 10.....1.00 } 15%
P. E., 8.....1.25
P. E., 7.....1.50
P. E., 6.....1.50

Ely's B. E., 11 and larger..$1.70@1.75
Ely's P. E., 12 to 20.....$3.00@3.25

Animal Pokes—

Iowa Farming Tools. ℔ doz.
Hawkeye.....$2.85
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Cobler's: ℔ gro.
Invisible, No. 2.....Net, $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ℔ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....20%
Ford Auger Bit Co.:
Auger Bits..... } 40@40&10%
Car " .....
Machine Bits .....
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable ...$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell .....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ℔ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 75
German Pattern, net ....$4 50@4 75
Mayhew's Diamond ℔ doz. $1.35....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....35c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ℔ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ℔ doz. $7.50; No. 20, ℔ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Hollis Hdw. Co. Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No 2, $4.00; No. 3, $3.50...30&10%

Axes—

First quality, best brands...$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad } 50&5%
Shingling and Claw }
Lath, Hunters', etc. }
Picks and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ &5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " .....25 "
10 " firkins (6 in case)....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls..... } .08½lb
375 400 lb " }

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 20

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....35@60%
Tinned, each, $10.50.....35@60%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....40&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....90%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....35&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ℔ doz. $15.00.....45@50%
Ives' ℔ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ℔ doz. $3.00.....33⅓%
Excelsior ℔ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Trimmings—

Security Gravity ℔ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vine Sheaves 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c...60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list.. 50&10%@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..60%&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....50%@50&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@50%
Stearns.....40%

Borers, Tap—

Enterprise.....30@35%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 8.....33⅓&10%
No. 10.....10⅓&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		⅜ &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail.

Heller's.....40&5%

Box Scrapers—

Bradley's.....20%

Box Strapping—

Cary Mfg. Co's. in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—

Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114.....50&10%
No. 208@214.....50&10%
Lancaster Mach. & Knife Works.....50%
Gen. Spofford's.....60%

Brackets—

Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel.....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list.....40&10 @50&5%

Bracket Saw Frames—

Millers Falls Co.....25&10%

Bracket Sets—

Millers Falls Co.....33⅓&10

Box Hooks.

Humason & Beckley's.....60&10&10%

Box Openers.

Humason's.....₱ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—

Standard. List, June 24, 1903. 90&10%@90&10&10

Bull Rings—

Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net. per do.....80%
Sargent's.....60%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckley's, ₱ doz. net $3.?0

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....80%
Plumbs.....33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Babbet Gauges—

Stanley's.....25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96.....20@30% & 5%

CAST IRON—

Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
Loose Joint.....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%

WROUGHT STEEL—

Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....80&20%
Japanned, Ball Tip Butts.....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—

Bemis & Call;
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—

American.....₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's.....₱ gross, 15.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Phoenix.....4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ₱ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₱ doz., $3.00.....50%

Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—

Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

American Coil and Halter Chains:
"American".....40@40&5%
"Niagara".....45@50&5%
"Eureka".....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%

American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain.... } 40% & 2%
Covert Mfg. Co., Halter Chain...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains...45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 90%

COW TIES—

American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....50&5%
Sisal.....55&5%

Chain Guards—

Aluminum S. & N. Co.....50

Carpet Stretchers—

Monross' "Excelsior,"...₱ doz., $6.00.....20%
Bullard's.....33⅓%
Cast Iron Steel Points...₱ doz....80c
Socket.....₱ doz..$1.75@$2.10

Carpet Sweepers— ₱ doz.

National Sweeper Co., Marion, In
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

Cherry Stoners—

Enterprise.....25@30%
Goodell's Family.....net ₱ doz. $5.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes.....70a@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to &
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₱ doz

Challenge Shank.....$2.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side.....5&10@60%
Enterprise Mfg. Co.....25@60
Lane Bro's Co.....50%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers, 7 @75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson.....₱ doz $10.00

Corn Hooks— ₱ doz

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List.....20%
Dixons: ₱ gro.
Eclipse.....7 in. $3.75 9 in. $4.50
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—

Kohler's.....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect.....40%
Rubber, ₱ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—

Fosters, Pocket.....30%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....20&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Dardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....60@60&10%
Home.....50&10
Ogden's.....33⅓@40%
Pullman's Screen.....₱ doz. net $4.50

Door Holders—

Empire.....50%

Door Springs—

Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman, Coil.....20%
Star (Coil), list Oct. '95.....20%
Torrey's Rod, 39 in. ₱ doz., net...$1.25
" " 48 in. " " .. 1 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—

Iwan's Adjustable.....25%
Iwan's Stationary.....40&5%

Drawer Pulls—

Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—

Standard Makes.....70@70&10%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....65&2&10%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@2%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00
Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

Drug Mills—

National Specialty Mfg.....
Enterprise Mfg. Co.....25&5

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Gems for the Holidays



IF you want to make a good impression upon buyers of Holiday goods, put in a stock of Gem Safety Razors.

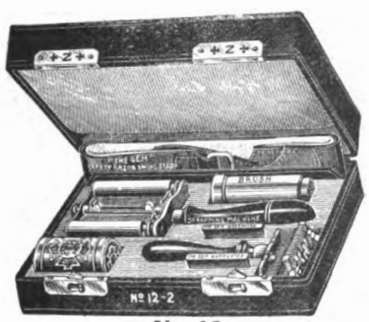
THEY always have been quick sellers and besides, there is more money in handling Gems than any other kind.

To See A Gem Safety Razor Is To Want It.



No. 1

Contains Frame and One Blade. Price **$2.50**



No. 12

Complete Set, doe skin lined, complete Razor, extra Blade, Soap, Brush, Stropping Machine and Strop. Price **$9.00**



No. 21

Small, neat and compact. Holds Stropping Machine, Strop, Razor complete. Price **$5.00**

OUR NEW RIGID MODEL

Excels in simplicity, durability and neatness. It is unique, most easily cleaned, too, since we have discarded all parts except the famous automatic self adjusting clips.



No. 2

Contains Frame and two Blades. Price . . . **$3.50**

This set comes also with 3, 4, 5 and 6 Blades. Add $1.00 for every extra Blade.

CAPTURES CUSTOMERS

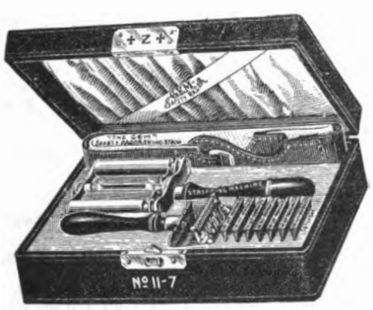
It has captured millions of them—and they are all satisfied because it gives constant satisfaction.

Show it to a customer—explain its points of excellence—the sale is made through which others will come to you.



No. 9

Certainly the most complete and handsome shaving outfit, doe skin lined. Complete Razor, Mirror, Stropping Machine and Stropping Comb, Cosmetique. Price **$14.00**



No. 11-7

Beautiful satin lined. 7 Blades, Holder, Stropping Machine and Strop. Price **$12.00**

With two Blades only **$6.50**



No. 7

Contains Razor, 7 extra Blades, one for every day of the week. Price . . **$9.00**

GET OUR CATALOG WITH ROCK BOTTOM PRICES.

Gem Cutlery Co., 34 Reade St., New York

35-36 Aldermanbury, London. 109 New Montgomery St., San Francisco, Cal.

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Egg Testers—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover $6 00
No. 75 Improved Dover 6 50
No. 100 Improved Dover 7 00
No 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No. 153 Imp'd Dover Hotel T'd $17.00
No 200 Imp'd Dover Tumbler $8 00
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz $2 50

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives ₩ doz

"Challenge" $3.00
Popes 3.00
Wilkinson's ..... $3.00 net
Westerholm's $3 25

Faucets—

Frary's Iron Petroleum ....70@70&10%
John Sommer's "Boss," Tin Key 70%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 30%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40%
Lanes ..... $10.10&2½

Files—

DOMESTIC—

New List, Nov 1, 1899.
American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
McClellan ..... 75&5%
Nicholson ..... 70&10%
Nicholson's X. F. Files .... 80@30&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33½%

Filters—

Acorn 50%
Pulper's Natural Stone $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Limer Fish Hook Co. list ...60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78 00
Level Winding Steel Pivot Reel ₩ dos. $66.00
Auto Even Spooler ..... ₩ doz. 30.00
Gun Cleaner ..... ₩ dos. 4.20
Lighening Fish Scaler .. ₩ dos. 3.00
Fish Hook Shield ..... ₩ dos. 3.00

Fish Scalers—

Dovert's Saddlery Works:
Great American ..... 60&30%

Fruit, Wine and Jelly Presses.

Enterprise ..... 20@25%

Fry Pans—

Standard List ..... 70&10
No. 0 1 2 3 4
₩ doz. $3.00 $3.75 $4.25 $4.75 $5.25
No. 5 6 7 8
₩ doz. $6.00 $7.00 $8.00 $9.00

Gate Hinges—

See Hinges

Gauges—

Semis & Call's Steel 50%
Clapboard ..... 25&10%
Disston's Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's ..... 20@30&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list .. 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits—
See Augers and Bits.

Globe and Backing Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@30%

Graphite, Lubricating.

Dixon's Pure Flake
633– 1 lb. cans, ... 20 cts. ea.
633– 5 " screw top tin cans, 85 cts. ea.
634– 10 " " " $1.60 "
644– 25 " boxes, ... 15 cts. lb.
645– 50 " " ..... 14½ cts. lb
646–100 " kegs, ... 14 cts. lb.
647–350 " barrels, ... 12 cts. lb.

Grindstone Fixtures—

Cronk's 30%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—

Britton's ..... ₩ doz. $5.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 50&5%
Sisal Rope ..... 35&5%
Web Halters 45%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ₩ doz. net $2.50
Maydole's ..... 33⅓&5@40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... ⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb ....
3 to 5 lb 40c lb .... 75@75&10%
Over 5 lb 30c lb ....
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ doz., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. $3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.

Chisel .....
Brad Awl .....
File ..... 25@33⅓%
Auger .....
Soldering Iron .....

Brad Awl ..... ₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, ... 50%
Hoe, Rake and Fork ..... 50&10
Rollo's Hdw. Co. Hafts $9.00 ... 40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane's:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 13 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.

Pullman's ..... ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:
Standard ..... net, $3.35
Ball Bearing 4.15
New Model 5.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B488, 40 drawers, no partitions, run. ft., $3.50; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $3 75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 23 57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ dos. 50%
Wrought ..... 35&10@20%
Wrought, Stanley 30%
Wrought, Griffin 30%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track $7.00
Myers Unloader, Wood Track .. 7.00
Comb. Car, Double Steel T 7.00
Comb. Car, Wood Track 7 00
Rev. Car., Double Steel Track . 7.00
Rev. Car., Wood Track 7.00
Myers Unloader, Cable 7.00
Myers Unloader, Single Rail 7.00
Sure Grip Sling Car, Steel or Wood Track 12.02

Double Rail Steel Track, complete with clamps ..... ₩ ft. ....
Single Rail Steel Track complete with clamps. ..... ₩ ft. .30
D. H. Fork Steel Regular .each, 1.60
Nellis Fork ..... each, 3.00
Double Grapple Fork ..... each, 7.00
Sprout's Shear Fork, each $1.50
Walker Fork, each 2.40
Common 6 in. Wood Sheave Pulley, Fig. 483 ..... ₩ dos. 3.00
Faultless Steel Frame K. P. Pulley, Fig. 485 ..... ₩ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 486 ..... ₩ dos. 3.50
Malleable Frame K. P. Pulleys, Fig. 676 ..... ₩ dos. 4.50
Reed Wood Frame Pulley with Hook, Fig. 484 ..... ₩ dos. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565. ₩ dos 3.00
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ dos. 4.50
Hanging Hooks for Double Steel Track ..... ₩ dos. 1.40
Hanging Hooks for Single Steel Track ..... ₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in. ..... ₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in ..... ₩ dos. 1.80
Floor Hooks 4½ in ..... ₩ dos 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ dos 70
Rope Hitch ..... ₩ dos. 3.25
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge. ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net $10.00
Kohlers, Hay, Sickle edge per doz net $10
Auburn Straw ..... 40&10%
Weymouth, Pat. ..... 65&5%
Wadsworth's 40%

Hedge Trimmers—

Wadsworths:
No. 1, per dos. net $3.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb. 8½c; 14 to 20 in., ₩ lb. 8½c; 22 to 36 in., ₩ lb. 8c

STRAP AND T HINGES.

New List, March 15, 1901.
Light Strap Hinges ..... 80&5%
Heavy Strap Hinges ... 80&20&10%
Light T Hinges ..... 75&10&5%
Heavy T Hinges ..... 75&5%
Extra Heavy T Hinges ..... 80&20%
Hinge Hasps 70%
Corrugated HeavyStrap 60&20&10%
Corrugated Ex. Heavy T ..... 80&20%

SPRING HINGES—

Bommer Brothers.
Bommer Spring Hinges 4 0
Bommer B. B Floor Hinges 40
Bardsley's Patent Checking 15
Chicago Spring Butt Co:
Chicago Spring Butts 25
Triple End Spring Butts 50
Chicago Ball Bearing Floor Hinge 20
Garden City Fire Engine House Hinge 2 0
Chicago Saloon Door Hinge 2 0
Niles Manuf'g Co 80%

GATE HINGES—

Clark's, Nos. 1, 2, 3. ....50&10@60&10%
N. E. ₩ dos. $7.80 ..... 60%
N. E., Reversible, ₩ doz. $5.60 ..... 60%
N. Y. State, ₩ dos. $4.90. ..... 60%
Western, ₩ dos. $4.90. ..... 60%

BLIND HINGES—

Parker ..... 70&10%
Sargent's, Nos. 1, 2, 3, 11, 13 ..... 70&10%
W. H. Co.'s No. 2 Mortise Gravity. 60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₩ dos. sets 30&10%

Hitching Cords—

Covert Mfg. Co. ..... 45&25%
" " " ..... "
Hitchers Stall 35%

Hollow Augers—

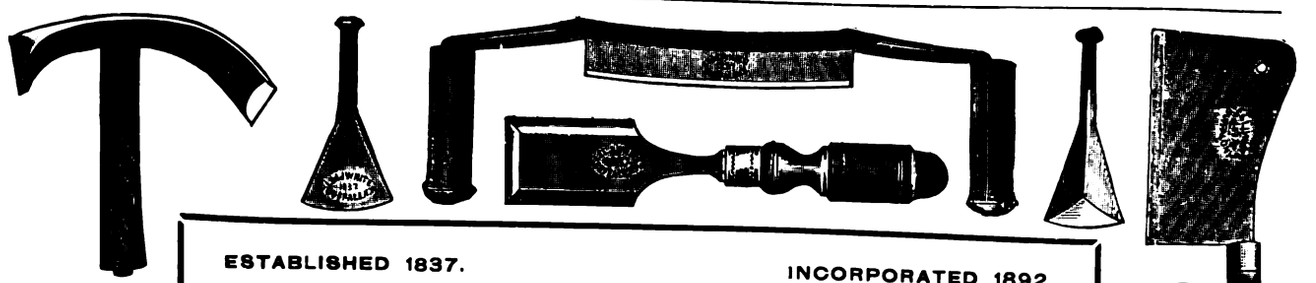
See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.
Agate Nickel-Steel Ware ..... 50&20%
Pearl Agate Ware ..... 60&15%
Blue and White Ware ..... 50&20%
All White Ware ..... 50&20%

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ESTABLISHED 1837. INCORPORATED 1892.

THE L. & I. J. WHITE COMPANY,

BUFFALO, N. Y., U. S. A.

Manufacturers of

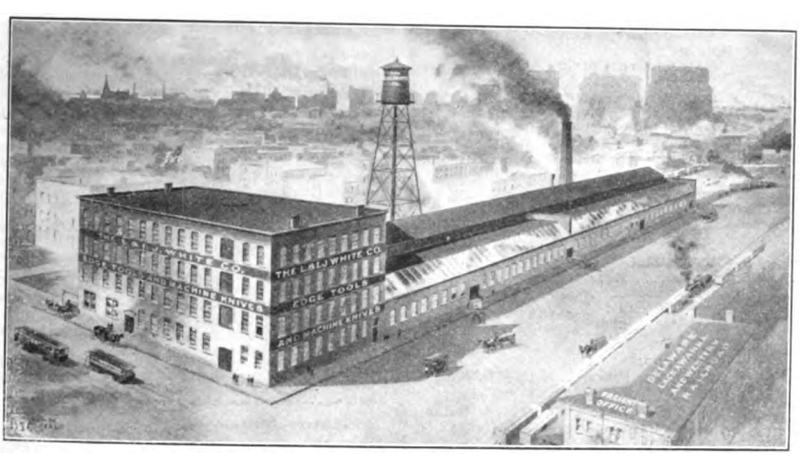
CELEBRATED EDGE TOOLS

AND SUPERIOR QUALITY

Machine Knives

OF EVERY DESCRIPTION.

NEW YORK OFFIOE, 43 and 45 Centre Street.



We have furnished our products to the world for nearly three-quarters of a Century,

And have Established a Reputation for High Quality that is Unexcelled.

Carpenter's	*Tools.*	*Planer*	*Knives.*
Ship Carpenter's	"	*Veneer*	"
Mill-Wright's	"	*Stave*	"
Turner's	"	*Chipper*	"
Cooper's	"	*Paper Trimming*	"
Butcher's	"	*Leather Splitting*	"
Ice	"	*Tobacco Cutting*	"

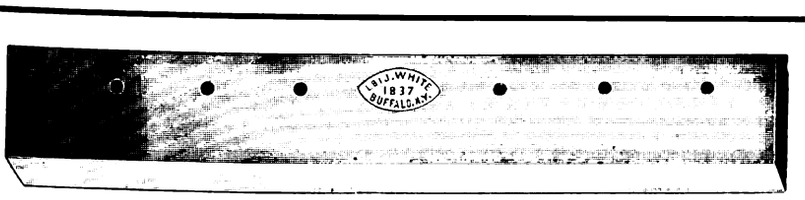
Shear Blades.

Moulding Knives, Plated Stock and Blanks for Moulding Cutters.

ALL FULLY WARRANTED.

IF YOU WANT THE BEST, BUY OURS.

Quotations Furnished on Application.



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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground.....70%
Country ware....per 100 lbs, net $2.50

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's..... 33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.. ... 50@60&10%
Lamp..... .....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton.....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Hamason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases ..70%
Ten case lots ..... 70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem..... .60&10%
Wire Calling, Gem..... 60&10%

MISCELLANEOUS—
Belt.....80%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's 60%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

Nos.	6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
Nos.	6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
Nos	6	7	8	9	10	
Ausable	23c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	..10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	.80&10%
Essex	28c	26c	25c	24c	23c	40&10@60%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	.50%
Neponset, Nos. 5 to 10, ₩ lb						13c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	..35½%
Vulcan	23c	21c	20c	19c	18c	.25&10%
Western						9c net

Horse Shoes—

F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg ...$4.00
Steel, per keg ..... $ 75

Horse Ties—

Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....45&2%
Jute.....50&5%
Sisal.....35&5%

Hose, Rubber—

Boston Belting Co.:
"Boston"..... .....60&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... .....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant..... .....80&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... ...net
Gem Ice Shave..... .....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ dos. $6.00..25@30%
No. 34. ₩ dos. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal..... .....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives..... .....25%
Shoe Knives..... .....25%
Cronk's Chopping..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c..... .....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives..... .....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike s
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones .....$2 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Read, ₩ gr. .....$1.15@1.25
Door Mineral..... .....65@70c
Door Por. Jap'd..... .....70@75c
Door Por. Nickel .....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $3.00

Lawn Mowers—
Champion ..... 75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. .....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list .....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise .....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	....80%

Kohler's:
Daisy..... ....net, per dozen$7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... .... $85.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton..... 45%&2%
Hemp..... .....45%&2%
Jute .. ..60&5%
Sisal..... .....35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .....5½@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths.... .....5to5¼
Lead Pipe, Tin Lined.... .....12½c
Sheet Lead, full rolls. 6½c

Lemon Squeezers
Berger Bros. ₩ dos. 8-in. $1.00; 10-in. $1.40..... .....30%
Hotchkiss, Straight Flush, ₩ doz. $2.60
Jennings' Star .....₩ dos. $1.90@2.00
Little Giant..... 50@60&5%
Porc. Lined, Iron..... ₩ dos. $1.75
Porc. Lined, Wood.....₩ dos $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@60&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon . .....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00 .....40%
12 in. $27.00..... .....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 ..20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4 ..... 40%

Loaded Shells—
See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co..... .....40%
Reading Hardware Co.....50%
Sargent & Co .... 40&10%

CABINET—
Eagle Lock Co..... . ...33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ dos., $9.00..... 40%
Ames Sword Co 40%
Brown's Brass.....25%
Brown's Chain..... .....40%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line ....35&10%
Scandinavian..... .....90%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... 75&10@60%
Yale Lock Co ... .60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%

Bliss:
Carpenters .....
Tinners..... ...
Box..... .....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden. 33⅓%
Regular Goods..... 70%@70&10%

Meat Cutters—
American..... .....30%

Nos...	1	2	3	4	B	5
Each	$5	$7	$10	$35	$50	$60

Dixon's.....₩ dos. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$20

Enterprise ....25@35&7½%

Nos....	5	10	12	20	22	32
Each	$2	$2	$2.75	$6	$4 50	$6

Little Giant.....33⅓&40

Nos...	305	310	312	320	332
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz .....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmic..... .....9c
Magnolia, Anti-Friction 25c
Mystic..... .....14c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ dos. $4.00.40%
Sargent's..... 60@60&10%

Mitre Boxes—
C. E. Jennings & Co..... ..... 25&10%
Seavey's, ₩ doz. $30 . .....40%

Motors—

COFFEE MILL—
Specialty Novelty Co ... : each $5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899..... 90,90&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ....₩ dos. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops.....40&10%@60%
Cronk's .....₩ dos. net $12.00
Eureka, No. 74. ..... dos. net $8.50
Eureka, No. 75.. ..... dos. net 5.00
Giant, No. 1, ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00.....60&5%
Lightning. .....₩ doz. $16.00, 20%
Morris No 1, List $30.00. .....50%
National.....₩ dos. $4.00, 40%
Pelican.....₩ dos. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....60&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25

Snell's:
Octagon .....₩ gr... $5 25
Corrugated 6.75
Knurled..... .... 6.75@7 50

Nippers—
Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%

Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated..... 30.00..30%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain.....	$5.10
Hexagon, Plain	5.80
Square, C. T. & R.....	5.80
Hexagon, C. T. & R.....	6.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank.	5.80
Hexagon, Blank.....	5.80
Square, Tapped.....	5.80
Hexagon, Tapped	5.80

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels.. ₩ gal. 55c
Lard, Prime City ....₩ gal.....55@58c
Lard, Extra, No. 1..... 49@51
Lard, No. 2.....35@38

Oilers—
Brass and Copper, ... 60&10
Tin or Steel.... .....65&10
Cushman & Denison's: ₩ doz.
Gem..... $ .50
Leader..... .60
Perfect Oilers..... 1.50
Star Pocket Oilers ..... .75
"Paragon," Brass ..... 45@50%
"Paragon," Zinc..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust .....70@70&10%
Zinc and Tin..... .....60@60&10%
American Tube & Stamping Co., Spring Bottom Cans..... 70@70&10%
Railroad Oilers, etc.,..... 60@60&10%

Oil Stones, etc.—

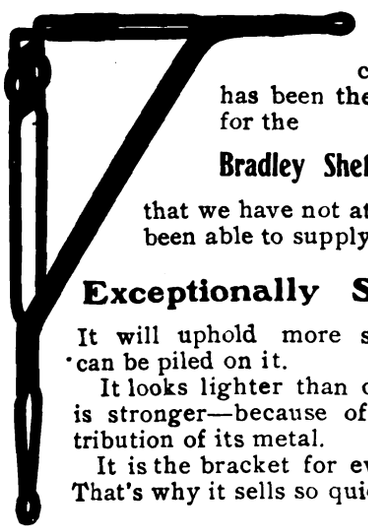
AXE STONES—
Pikes
Hindostan Large Axe ..8 c per lb.
" Small " ..10 c " "
Queer Creek Axe .... 20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita ....80 c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... 70 c " "
WashitaPenKnifePieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips.....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Difficult to Keep Up.



S great and so constant has been the demand for the

Bradley Shelf Bracket

that we have not at all times been able to supply it. It is

Exceptionally Strong.

It will uphold more stuff than can be piled on it.

It looks lighter than others but is stronger—because of the distribution of its metal.

It is the bracket for everybody. That's why it sells so quickly.

ATLAS MFG. CO.,
New Haven, Conn.

HURWOOD BRAD AWLS

Are of the lasting kind. One piece of best quality crucible steel extending from point to head and a rivet through ferrule, wood and steel, have given our Brad Awls the name and fame of outlasting six of any other kind made.



Built for business they are business builders.

* *

Our catalog tells an interesting tale about Hurwood Tools. You ought to have a copy for reference. Shall we send it?

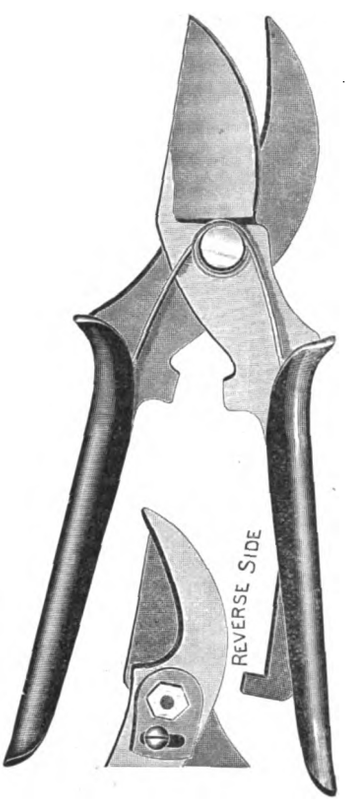
HURWOOD MFG. CO., Inc.
Bridgeport, Conn.



YES! We make 'em—Cronk's Oregon Pattern Pruning Shears

They enjoy an enduring reputation for efficiency and durability among users everywhere.

Our line is large and it will pay you to investigate.



Hardware Specialties

Our complete line is fully described in our 1904 catalog.

You ought to have a copy—may we send one?

Cronk & Carrier Mfg. Co.
Elmira, N. Y., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " (50c " "
Regular Hindostan (8c " "
Small Hindostan (10c " " } 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red ..... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 15c@20c
Italian Packing ..... 10½c@12c
Jute ..... 4½@5½c
Russian Packing ..... 9c@15c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 72 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10&20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Ideal Carrier:
Pliers
No. 1 ..... 60&10%
20 ..... net, $9.00
40 ..... 75%
50 ..... 60%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 33⅓%

Plow Bolts—
See Bolts.

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10@30&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers

Police Goods—
Power & Lyon's 33⅓

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .50
₩ gross ..... 4 .00
½ lb. boxes, ₩ doz 1.25
lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz 1.25
gross 12.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Bensine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty, gro $10.00, ...50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ¼ lb box .... ₩ doz $1.00
Black Silk, 5 oz box, ... ₩ doz $0.75
Black Silk, ½ pt. liq .... ₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9.00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger $24.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13.00
New Champion .... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ₩ dos. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8 25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net ... $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2½%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw .. ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60 & 10%
Rockdale Pruners ..... 33⅓&5%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 .. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz. $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 326, 3 in. Shallow Well Pump $13.00
No. 3, Fig. 326, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 326, 3 in. Deep Well Pump 17.00
No. 56, Fig. 321, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 326, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 323, 3½ in. Deep Well Pump 15.00
No. 72, Fig. 323, 3 in. Deep Well Pump 15.00
No. 108, Fig. 448, 3 inch Lift Pump 9.00
No. 108, Fig. 445, 3½ in. Lift Pump 11.00
No. 124, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 238, Fig. 329, Windmill Pump 12.50
No. 235, Fig. 403, Windmill Pump 16.00
No. 240, Fig. 406, Regulator Pump 26.00
No. 306, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 228, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 230, Fig. 498, Bucket Spray Pump ..... net, 3.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 50%
Saddlers' or Drive, good ..... 60@66⅔
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.60
Barn Door, "None Better" No. 1, ₩ foot 3½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 2½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1¼ in. ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 3½c
Sliding Door, Wrought Brass, 1½ in., ₩ lb, 25c ..... 66@80%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 80%
Anti-Clog Lawn 75%
Never Break Garden .... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen 20,	$3.45
" " 24,	3.60
Jumbo Lawn 36,	5.25
Paragon (Wood Head)	2.75
Steel, Garden, 10th	2.21
" " 12th	2.40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp .... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated ....
Nickel Plated ....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous .... 75%&5%

Rivet Sets—
Regular List. 70%

Rollers—Stay.
Cronk's:

No.	50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger ... 15½@16c
Medium ..... 14½@15c
¼ in. and larger 13c
Common ..... 10½@11c
Jute Rope:
A grade 6c
C grade 5½c
Manila:
7-16 in. and larger 11½c
⅜ in 12c
¼ and 5-16 in 14½c
Steel:
7-16 in. and larger ..... 7½@8c
⅜ in ..... 9@9½c
¼ and 5-16 in ..... 8½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Lufkin's:
Steel ..... 30&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10&50&10&10%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 40%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $2.75
Bronze Finished in Cases" .. 3.15
Aluminum Finish " " " .. 2.95
Full Nickel " " " .. 3.75

GOLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel. ..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper. 50&10@60%

Sash Balances—
Caldwell Mfg. Co. 50%
Pullman ..... 50 & 10@60%
Victor Bronze 75%
Victor Steel 75%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co. 70%
Pullman Bronze 70%
" Cop Steel ..... 70 & 10 & 10%
Royal Metal 66⅔%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 18@18c
Cable Laid Russia ..... ₩ lb 13c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 30c
A Quality, White ..... ₩ lb 25c
B Quality, Drab ..... ₩ lb 25c
B Quality, White ..... ₩ lb 20c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent: 50%
Wrought Metal 66⅔%
Cast Metal 60%
Window Ventilating Lock 50%
Payson's Signal 25%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory $28.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co. ..... 25@35&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 40%
Band ½ to 3-16 in. Wide 50%

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ECONOMY

In Axle Grease

invariably points to the best—

FRAZER'S—

the cheapest in the end. One greasing with Frazer's will last two weeks —will outlast any other kind.

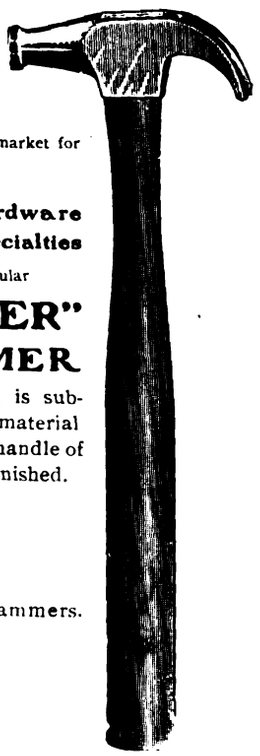


WHY HANDLE ANY OTHER ?

It saves labor for man and beast and Dollars for your customer. In boxes, cans, pails, kegs and barrels.

FRAZER LUBRICATOR CO.,
83 Murray St., New York.





Whenever you are in the market for

High Grade
Nickel Plated Hardware and Household Specialties

in general—in particular

"The WINNER" 1-2 lb. HAMMER

It is 12 inches long, is substantially made of best material Head is nickel-plated; handle of hickory, handsomely finished.

We have other hammers. Ask us about them.

FRANKLIN SPECIALTY CO.,
807-809 Cherry St., Reading, Pa.

BUTTER IN ONE MINUTE



THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

AGENTS WANTED

Cable Address: "Minute" or "Murphite" New York

I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 6 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Miter, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Tainters Positive....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.80@ 2.00
Striped.... 2.00@ 2.20
Pelouse.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

Phillips: ⅋ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛ in., Style G, Common Screen Doors Imitation Walnut.... 6.75
7-8 Style K-4 Screen Doors 8.75
7-8 Style X-Y Screen Doors 11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ⅋ doz. $6.00 net
Electric Spiral No. 02 ⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Bol. Hdle. Sets, No. 3 .$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ⅋ dos....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz

Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

3-Coat.....$10.00 ⅋ gro. 40%
4- " .....$12.00 " "

Scythe Stones.

No 1 Indian Pond....$7 00 ⅋ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&30%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....⅋ dos. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 26x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $16.50@$20.00
2 Knives.....⅋ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz $1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....30&10%@30&10&

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....6%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....80&5%
S. S. Cut Tacks.....80&5%
Carpet Tacks:
American, Blued.....80&10&10&10%
American, Tinned.....80&10&10&10%
Swedes Iron Tacks.....80&30&5%
S. S.....
Bill Posters' and Railroad Tacks:
S. S.....80&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....80&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....80&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....80&30&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....80&40%

MISCELLANEOUS—

Double Point, in dozens.....80&5 less
Double Point, in bulk.....80%
Matting.....80&10&10%
Shade, in dozens.....80%
Shade, in bulk.....

Tack Pullers—

Columbia, No. 1, ⅋ doz., net.....$2.25
Columbia, No. 2, ⅋ doz., net.....1.00
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Kraftel & Esser Co., New List, 1898:
Steel and Metallic.....35%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....30&20%
Pipe, 1⅜ to 3 in.....30&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644. ₩100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....₩ doz. 1.35, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75&@7½ &5%

MOUSE AND RAT—

Ketchings:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 75.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro. .....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₩ gro.....$ 9.00
" " 4, ₩ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₩ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snediker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....60%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....60%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25¢

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar. .60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels.....₩ gal. 55c
Lard, Prime City.....₩ gal.....56@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6½c
White Lead, Eng., in Oil..₩ lb. 8½@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans. 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@56¼c
In machine bbls.....56¼@57c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @9 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ ½c
Umber, Turkey, burnt	2½@ 3 c
Umber, Turkey, raw	2½@ 3 c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 5½c
Indian Red, English	4½@ 8 c

Colors in Oil—

Black Lampblack, best	@1
Black Lampblack, common	@ 0 c
Blue, Chinese	@40 c
Blue, Prussian	@35 c
Blue, Ultramarine	@1 c
Sienna, burnt	@1
Sienna, raw	@1 c
Umber, burnt	@1 c
Umber, raw	@ c
Brown, Vandyke	@1 c

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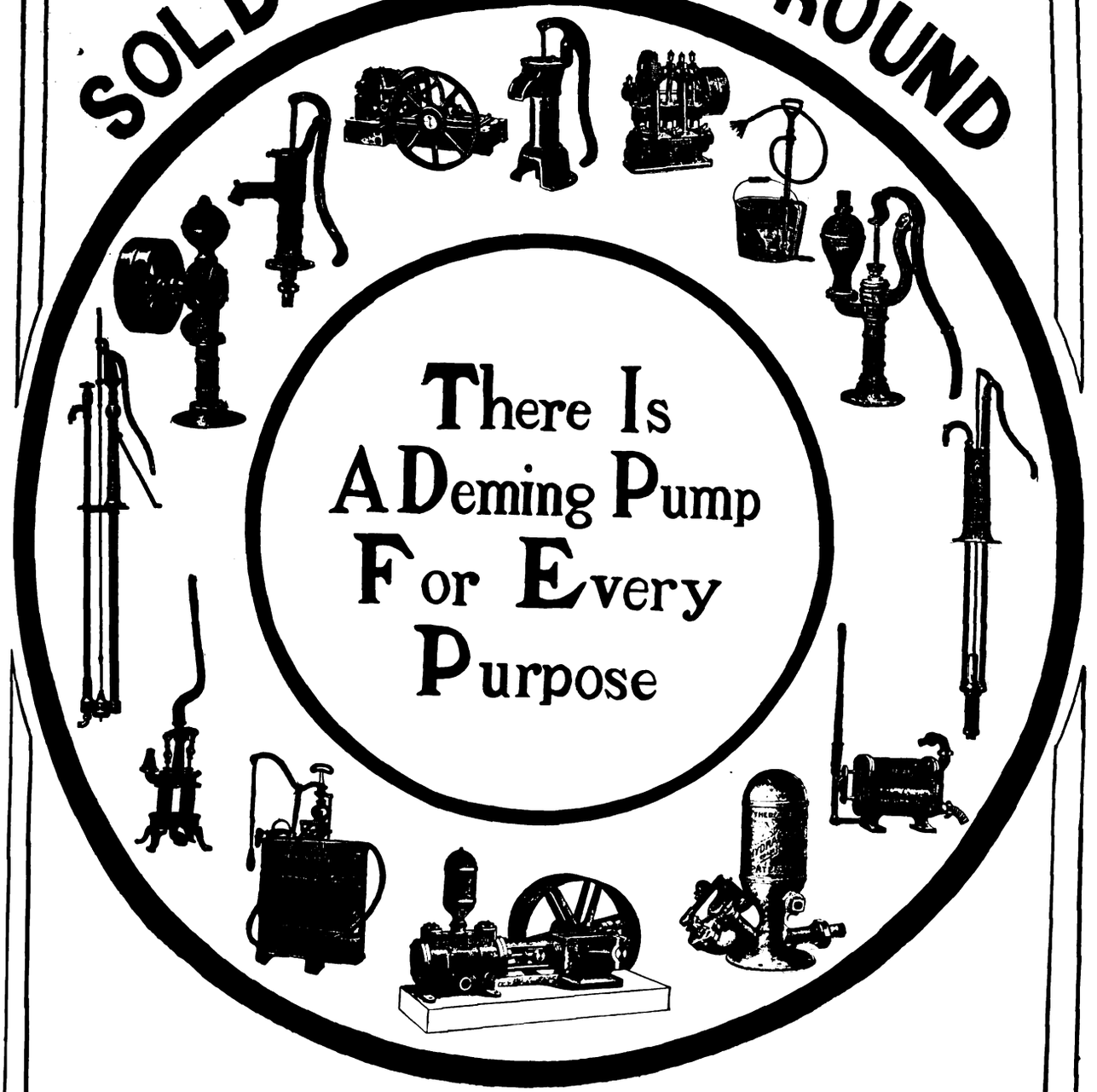
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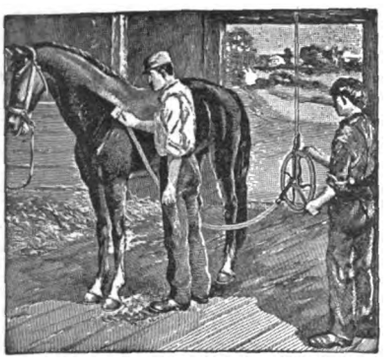
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Berger Bros. Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
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Fred. F. Bischoff & Co, Chicago, Ills.
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McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Fred. F. Bischoff & Co., Chicago, Ills.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
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J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
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Robert Murray, New York.
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Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
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Frank Miller Co., New York, N. Y
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Harness Oil Blacking.
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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
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Header Forks.
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Niles Mfg. Co., Chicago.
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Kimball Bros. Co., Council Bluffs, Ia.
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Alfred Field & Co., New York.
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Berger Bros. Co., Philadelphia.
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F. E. Myers & Bro., Ashland, Ohio.
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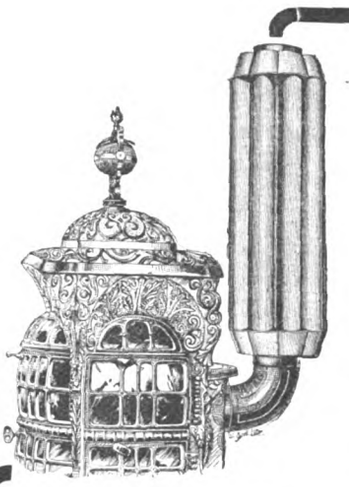
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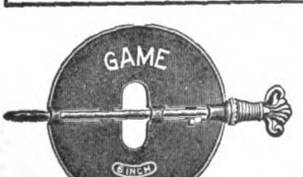
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Geneva Tool Co., Geneva, O.

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Pike Mfg. Co., Pike Station, N. H.

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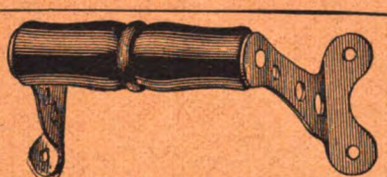
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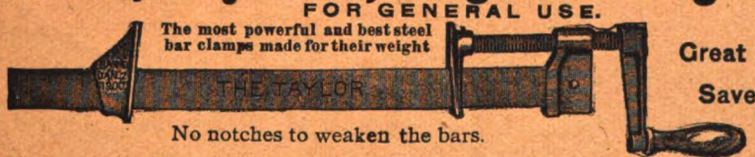
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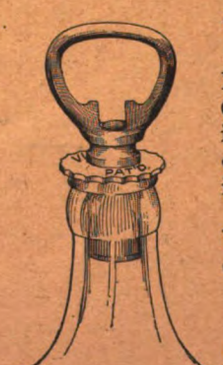
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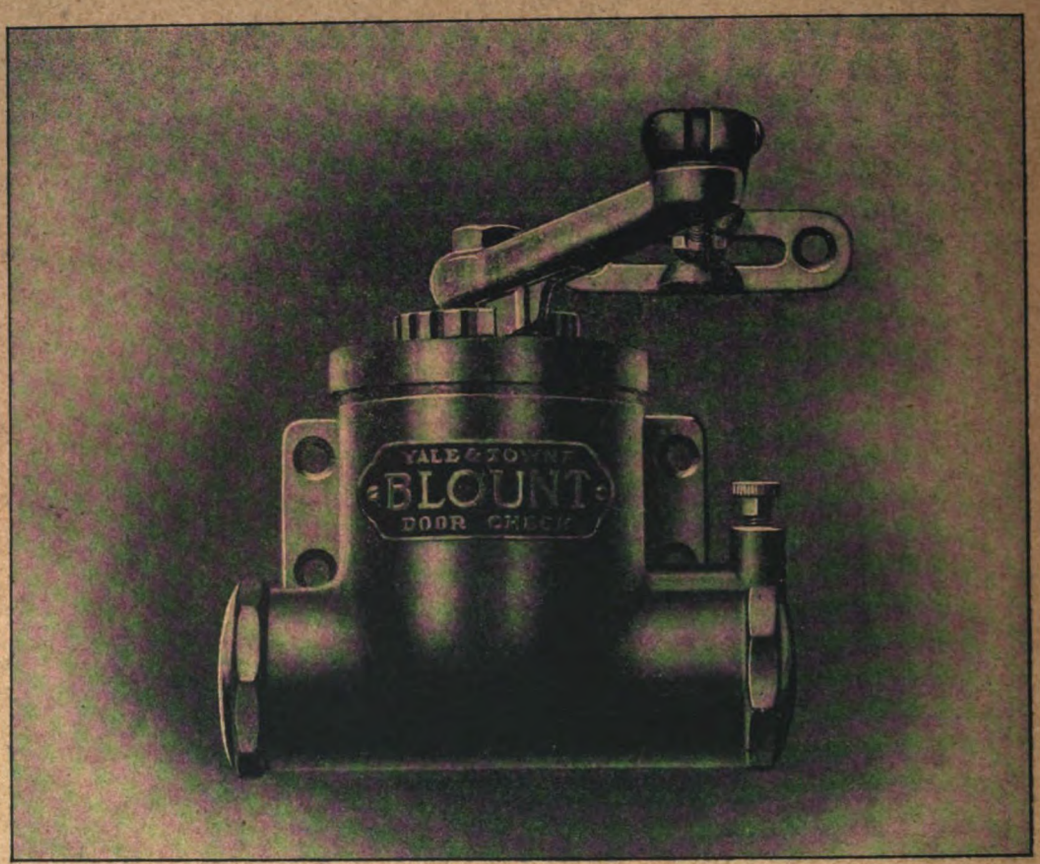
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ONEIDA COMMUNITY, Oneida, N. Y.

WALKER'S CROWN LIFTER AND SELF PULLER No. 17



WALKER'S Self-Pulling CORK-SCREWS

WALKER'S SELF PULLER. No. 34



Every one tested and guaranteed.

Manufactured only by ERIE SPECIALTY CO., Erie, Pa.

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AUTO SCREW JACK

No. 501 weighs 7 lbs., will lift 3000 lbs., and adjust in height from 11 to 17 inches.

No. 503 weighs 12 lbs., will lift 5000 lbs., and adjusts in height from 14 1-4 to 23 1-4 inches.

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SCALES

Ask Leading Jobbers

If they wont sell you, we will, at Binghamton, N. Y.

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ONE good **Reason Why**—STEVENS' RIFLES, PISTOLS, SHOTGUNS and ACCESSORIES MOVE READILY is emphasized on Page 91.

The intrinsic MERIT of our line is an assurance of pre-eminent satisfaction for the lucky purchaser of the STEVENS.

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JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.

I make all kinds of second quality files and rasps a specialty

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MOST COMPLETE LINE

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CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by

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MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, 710 Fisher Bldg. Pittsburg, Boston, Montreal. (We manufacture all grades of Babbitt metals at competitive prices.)

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WE USE THE BEST STEEL, HAVE THE BEST METHODS OF TEMPERING AND PAY THE HIGHEST WAGES.

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ENEVA TOOL CO., HAND AGRICULTURAL TOOLS. GENEVA, OHIO.

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THE NO. 31 TORCH



is fitted with a powerful burner which produces a strong blue flame and *is not affected by wind or zero weather.* It is just the thing for thawing out pipes or doing any work a torch can do.

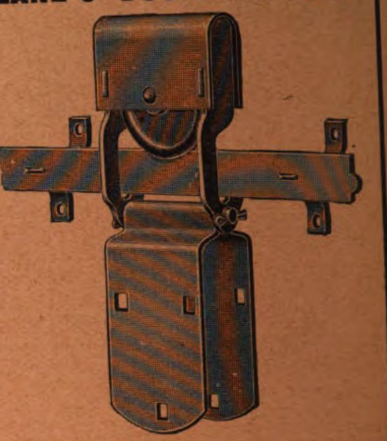
No. 31 Torch, $1.50 net.

Be Prepared For the First Freeze-up.

Jobbers supply at factory price or we will ship direct by paid express upon receipt of $3.00.

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NILES SPRING HINGE AND PIVOT.

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Syracuse Hand Carts.

IMPROVED PATTERN, WOOD OR STEEL WHEELS.
THREE LEAF STEEL SPRINGS.
LEG FOLDS UP TO THE HANDLE. BOX WELL IRONED.
NICELY PAINTED, STRIPED AND VARNISHED.
SEND FOR PRICES.



A Good Seller

Syracuse Chilled Plow Co.,
Syracuse, N. Y., U. S. A.



THE PAINT THAT WON'T COME OFF.

We Guarantee it to wear well at least Five Years.

On a 50-gal. Assortment
Consisting of { 20 1-gal. Cans and 6 5-gal. Cans
we will make you a **special discount** and **allow freight.**

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Consisting of { 20 1-gal. Cans and 16 5-gal. Cans
we will make you an **extra discount** and **allow freight.**

We make a straight price for these assortments. You do not have to buy more than these amounts in order to get the price. If you are interested in getting the best **BARN PAINT** on the market, and the best advertised, at an extremely low price, write to us for our proposition.

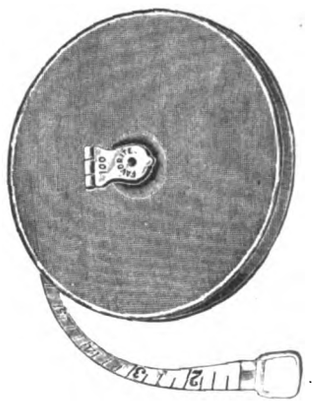
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KEUFFEL & ESSER CO.

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BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

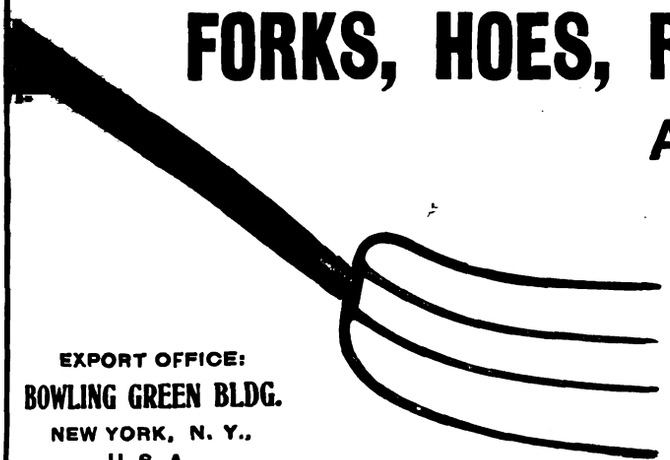
We beg to announce that our line of Measuring Tapes has been made complete by the addition of

"Favorite" Cotton Line Tapes (Ass skin)
and
"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

FORKS, HOES, RAKES, HOOKS, Etc.

ALL KINDS



We are the Largest Manufacturers of these Goods in the World.

EXPORT OFFICE:
BOWLING GREEN BLDG.
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American Fork & Hoe Co.

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You Will Find

LEHMAN CARRIAGE HEATERS and Coal contain Best Material and Workmanship.

They are wanted by Horsemen, Farmers, Physicians and all who have use for a Vehicle Heater.

250,000 LEHMAN HEATERS are in use.

They burn LEHMAN Coal (which gives no smoke or smell) at a cost of **1-2 cent** per hour, and it is guaranteed to be the BEST fuel made. **The Lehman Heater and Coal is the old reliable, having been on the market TWENTY YEARS.**

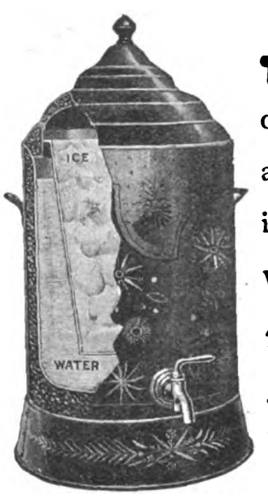
Beware of imitations. Our new booklet contains special news of importance to Dealers.

Send for it, mentioning this paper.

LEHMAN BROS., Mfrs.,
10 Bond Street, New York.

J. W. Erringer,
Gen'l Western Sales Agent,
45 East Congress Street, Chicago, Ill.

Mention HARDWARE when writing.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

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312 Kittridge Bldg., - - Denver, Colo.
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Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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"STERLING"

N. N. HILL BRASS CO.

EAST HAMPTON, CT.

BLOCKS, TACKLE

REGISTERED



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BOSTON & LOCKPORT BLOCK CO.

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A. F. Meisselbach & Bro.

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"Anchor Brand"
Clothes Wringers,
Rubber Rolls,
Rat and Mouse Traps.

LOVELL MFG. CO.,
Erie, Pa.

CUTLERY

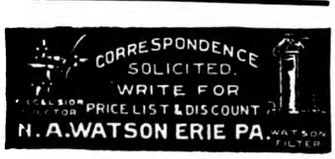


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NORTHFIELD KNIFE CO.
Northfield, Ct.

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"BIGELOW" FAULTLESS WIRE FLY KILLER

Worcester, Mass.

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Every Page

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24 Times a Year $1.00

GLASS CUTTERS

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W. L. BARRETT

BRISTOL, CT.

HARDWARE

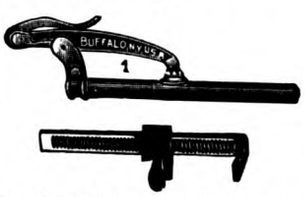


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HARDWARE SPECIALTIES

Pillow Sham Holders, B oom and Dust Pan Holders; Carpet and Rug Clamps;



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E. E. JOSEF MFG. CO.

BUFFALO, N. Y.

HARDWARE SPECIALTIES

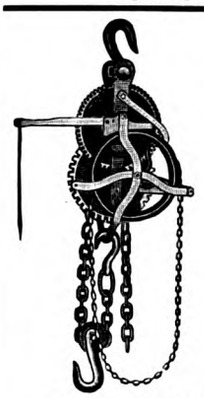
Shoe Daubers, Russet Shoe Polishes Towel Racks, Boss Dust Beater, Stove Polishing Mittens, Milk Strainers Mop Stick Thill Supporters

PARKS & PARKS

Manufacturers

TROY, N. Y.

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BAILEY'S PORTABLE

2 TO 10 TONS CAPACITY

JAMES P. DUNN, Mfr.
983 Superior St., CLEVELAND, O



FACILE CHAIN HOIST.

Most modern appliance for lifting loads ¼–3 tons.

JOS. F. McCOY CO.

157 CHAMBERS ST.,
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"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.

THE CLEVELAND STAMPING & TOOL CO.
CLEVELAND, O.

"HARDWARE"

twice a month

$1.00 a year.

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Snow Flake Axle Grease
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SNOW FLAKE AXLE GREASE CO.
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SAWYER TOOL MFG. CO.,
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BARNES TOOL CO.

NEW HAVEN, CT.

PUMP BUCKETS



"STAR" Pump Bucket.

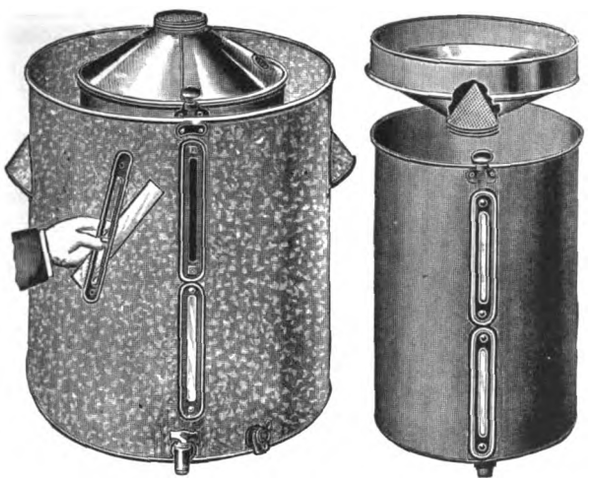
HENRY C. FRESHOUR
Bridgeport, Conn.

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SMITH'S
Improved Cream Separators

Superior in workmanship and material, giving complete satisfaction to dealer and customer.

OUR NEW GAUGE



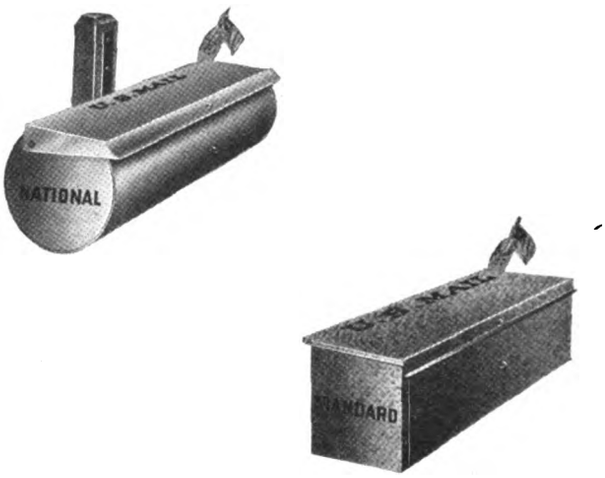
SMITH'S GRAND CREAM SEPARATOR.

Equipped with **Our New Gauge,** which any one can remove, and replace new glass. Inner can may be removed while the water remains in outer vessel. Inner can has concaved trough bottom, double seamed, also double seamed bottom in outer tank. Removable cone shape strainer in cover.

Simple arrangement for removing inner can; nothing to get out of order.

The SMITH
R. F. D. MAIL BOXES
APPROVED BY THE POSTMASTER-GENERAL

Superior in workmanship and material, giving complete satisfaction to dealer and customer.



Equipped with Smith's Improved Flag Signal, which is raised by the cover and is lowered on removal of the mail. On either side of the signal is a beautiful flag, in colors. The most perfect signal ever devised.

Also equipped with an Automatic Spring Hasp which holds the cover firm so that no wind storm can blow it open. Handsome in appearance, substantial, and operates perfectly. Water-tight and weather-proof. Made of extra heavy galvanized sheet steel. Size 7x18 inches.

We also manufacture other style mail boxes.

Write us now for complete information and prices.

SMITH BROS. MFG. CO.

257 to 261 S. Meridan St. Indianapolis, Ind.

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REFRIGERATORS

BALDWIN DRY AIR Refrigerator Cat. No. 46 BALDWIN Refrigerator Co 246 Lake St. Burlington. Vt.

RUST PREVENTATIVES

"Three in One" LUBRICATES

Prevents Rust Cleans and Polishes

G. W. COLE CO.

145 Broadway New York

SASH PULLEYS

"NORRIS" SASH PULLEYS

TRADE MARK REGISTERED

FRANK B. SLOAN & CO.

BALTIMORE, MD.

SCREW PLATES

Holroyd & Co.

ESTABLISHED 1847

Stocks and Dies, Screw Plates, Taps and Dies for all use.

WATERFORD, N. Y.

Little Giant.

SCREW PLATES

Taps and Dies — Bolt or Pipe

Wells Brothers Company

GREENFIELD, MASS.

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CHICAGO SPRING BUTT CO.

CHICAGO

STORE FIXTURES

"RIVERSIDE" CABINETS and SHELVING

H. O. AMUNDSON

ALEXANDRIA, MINN.

PERFECT SHELF BOXES FOR HARDWARE SHELVES

CHARLES P. MOORE,

RAVENSWOOD, W. VA.

STOVES

EXCELSIOR STOVE & MFG. CO.

QUINCY, ILL.

SUBSCRIBE for **"HARDWARE"** One Dollar for 24 Numbers.

VISES

HOWARD VISES

HOWARD IRON WKS.

BUFFALO, N. Y.

WASHING MACHINES



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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

Once sold it "Never" comes back

Distribution Points

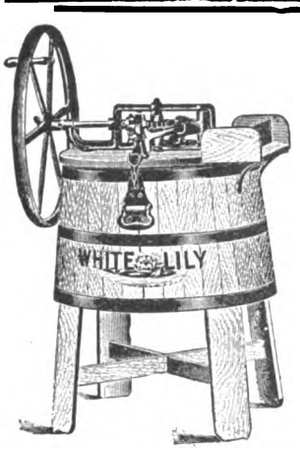
Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

THE U.S. REMOVABLE STEEL POST SCALE USED EVERYWHERE IN THE HOME, OFFICE & STORE

Are You to Meet the Demand for the Most Accurate Lasting Scale? If Not Prepared

Ask Your Jobber or Write Us.

HANSON BROS.,
SCALE MANUFACTURERS,
20 W. RANDOLPH ST., CHICAGO, ILL.



EXPECTATIONS REALIZED

WE ARE NOW THE LARGEST

MANUFACTURERS

IN THE WORLD

Of any one style of Rotary Washer

What is the reason? Ask us

WHITE LILY WASHER CO.

TOLEDO, OHIO. DAVENPORT, IOWA.

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.

HAND ELEVATORS

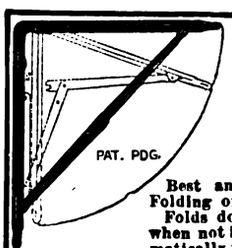
FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

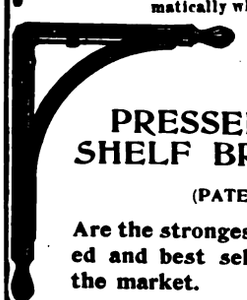
NEWARK, N. J.

DUMB WAITERS



GRIFFIN'S FOLDING BRACKET

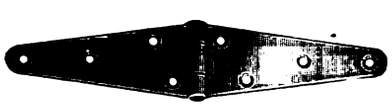
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

Long Distance Bell Phone 844
Southern States Phone 827

A. R. STANSBURY

MANUFACTURERS' AGENT

160 Water Street,
Norfolk, Va.

Established 1898.

I represent mfgs. only and sell exclusively to dealers and shall be pleased to quote prices on the following goods at all times:

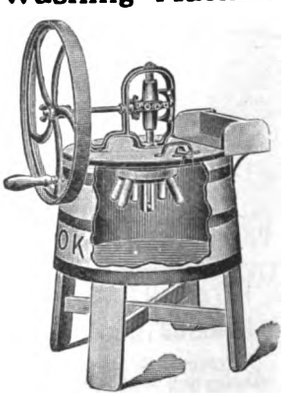
For Hardware Trade

Tin Caps for Roofing Paper, Sash Weights, Marine Hardware, Lanterns, Ship Chandlery and Yacht Supplies, Cotton Rope, Cotton Twine, Cotton Seine Twine, Cotton Yarn Mops, Cotton Clothes Line, Cotton Sash Cord, 2 and 3 ply Roofing Paper, Sheathing Paper, Slaters' Felt, Asbestos Paper, Chains for Marine Use, Eagle Metallic Cartridges, Boat Oars, Mast Hoops and Boat Scoops, Wood Screws, Galvanized Nails and Spikes, Wire Rope, Wire Rope Fittings, Manila Rope, Sisal Rope, Oakum, Lathe-Yarn.

For Paint Trade

Paris Green, Putty, Pecora Roofing, Furnace and Stove Cements, Excelsior Varnishes, Marble Flour, Spirits Turpentine, Metallic Brown, Venetian Red, Yellow Ochre, Whiting, Lightning Dryer, Pine Oil, Tinner's Oil, Deck Varnish, Lamp Black, Pioneer Prepared Paint, Keystone Prepared Paint, Rubber Paint, Pioneer White Lead, Premium White Lead, Colors in Oil, Enamel Paint, Oil Stains, Varnish Stains, Veille Montagna Zinc, Window Glass, Linseed Oil, Cylinder Oil, Engine Oil, Machine Oil.

The O. K. Washing Machine



has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

F.H. Brammer Mfg. Co.

Davenport, Iowa.

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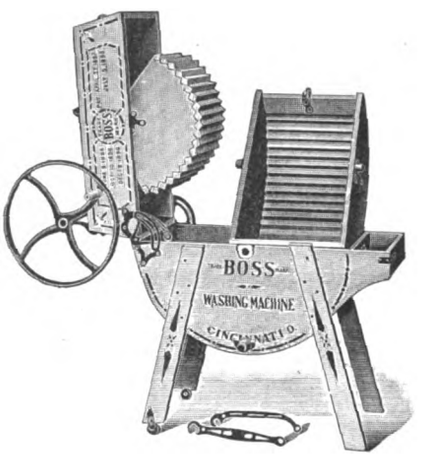
TRADE **"BOSS"** MARK

WASHING MACHINE

The only Washer, built on the true principle of rubbing and washing cloth.

The clothes being placed between two oscillating rub-boards.

Most profitable to sell because it has *less competitors* than any other style of washer, *and distributed only through dealer to consumer.*



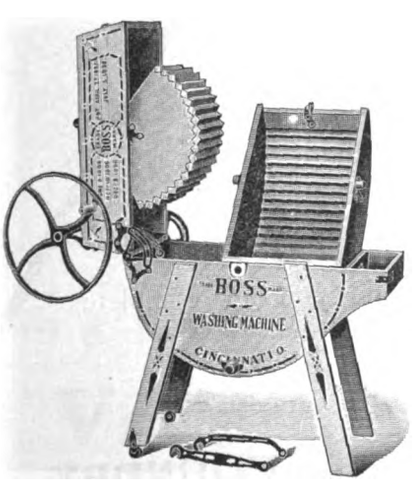
Machine *easily identified* owing to its *peculiar design*, but never genuine or perfect in construction unless our label and address appears on washer.

Your *Jobber has them in stock. Order "Boss."*

A profit maker for 1905. *Order now.*

———o———

Write for Catalogue. **We Make 12 Styles of Washers.**

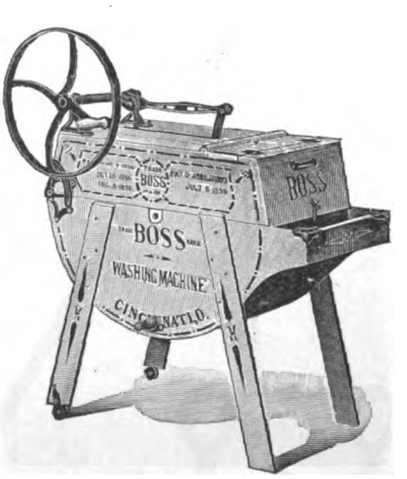


ADDRESS

BOSS WASHING MACHINE CO.,

STA. H.

CINCINNATI, O.



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The Blackstone Rotary Washer

It's very name is a mark of merit and a guarantee of its superior workmanship and working qualities.

* * *

It is a genuine washday worry killer.

* * *

No woman ever invested in a Blackstone Rotary without immediately finding out that it adds to her purse, subtracts from her worries and compounds her interests in life.



The Blackstone Rotary Washer is a washday favorite.

* * *

For these very reasons it has been, and always will be, a good seller.

* * *

You miss an opportunity by not handling it and displaying it in your store.

* * *

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

The Blackstone Mfg. Co., Jamestown, N. Y.



Every Dealer in Hardware, Stoves, or House Furnishing Goods should have a copy of the Blacklock Catalogue.

This Catalogue illustrates a very attractive line of Andirons, Sad Irons, and Stove and Country Hollow Ware,—and we are anxious to mail you this Catalogue and our prices,—for you will find our line embodies only highest quality,—and our prices are strong magnets.

Our Line of Andirons and Fire Place Equipment is particularly strong, and embraces attractive designs, finished in Wrought Iron Dead Black, or Gold or Aluminum Bronze. Our Andirons make a strong side line for any energetic Hardware man.

But we want to send you our complete catalogue and prices.

Send for them.



BLACKLOCK FOUNDRY.

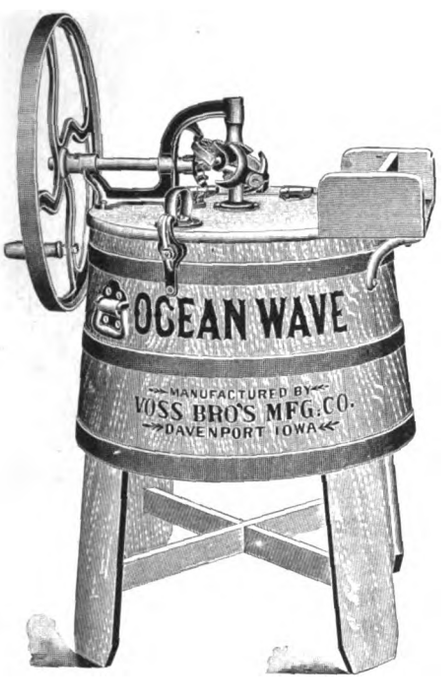
South Pittsburg, Tennessee.

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On The Wave Of Prosperity

Over 150,000 Ocean Wave Washers are in use today and orders are pouring in daily.



We gained this business by giving the consumer a machine that was everything that a washing machine should be—a rapid cleanser—frictionless gears—and a lasting, wearable tub—then

We Protect The Dealer

by selling but one retailer in each town.

If you are not getting the washer trade you want—write us for the Ocean Wave proposition. It is a trade winner.

Voss Bros. Mfg. Co.

Davenport, Iowa.

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APPERT

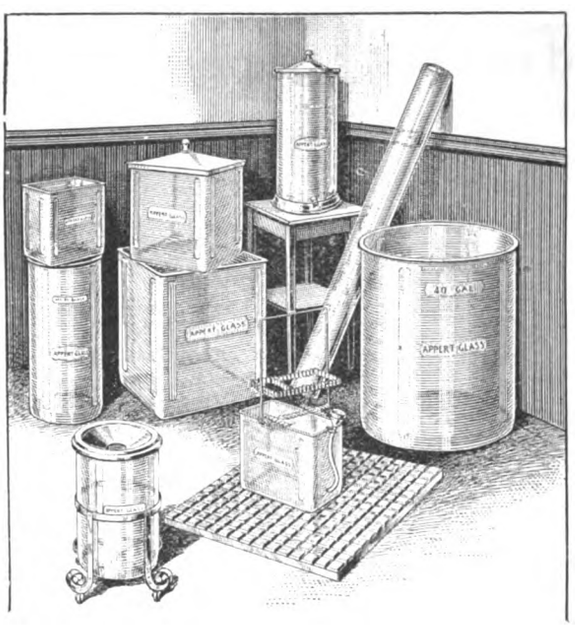
Glass Jars and Water Coolers

cannot wear out nor rust out. They are germ and dust proof.

Appert Water Coolers have a separate container of glass or aluminum for ice which does not come in contact with the water. Each equipped with a self-closing silver-plated faucet. Aluminum cover. 3 to 40 gallon capacity.

Sightly

Substantial



Convenient

Sanitary

PRACTICALLY UNBREAKABLE

Appert Jars are used for the storage of all kinds of food stuffs, both solid and liquid. Furnished with or without faucets; also tightly fitting covers.

SEND FOR PAMPHLET R

MISSISSIPPI GLASS CO.

277 Broadway

NEW YORK

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The Demand for BISSELL'S "CYCO" BEARING CARPET SWEEPERS

for the balance of the season will break all records in our history.

As a forecast of this, our business for the months of August and September shows a gain of 15% over the same months of last year. The Bissell policy of fixed retail prices that guarantee to the dealer a good profit in the sale of our goods, is fully appreciated by the trade, as the constantly growing demand for Bissell's sweepers attests.

Write for our special Holiday Offer containing full information regarding the unusual inducements we are presenting for the Holiday Season, also full particulars of our Cash Prize Ad. Contest.

Bissell Carpet Sweeper Co.

(Largest Sweeper Makers in the World.)

Grand Rapids, Mich.

BRANCHES:

NEW YORK. TORONTO. LONDON. PARIS.



UNIONVILLE WORKS ESTABLISHED 1854

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C. H. GRAHAM, Sec'y, Unionville, Conn.
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J. L. VARICK, Treas. New York.

CABLE ADDRESS, "CALABASH."



CLEVELAND WORKS. ESTABLISHED 1872.

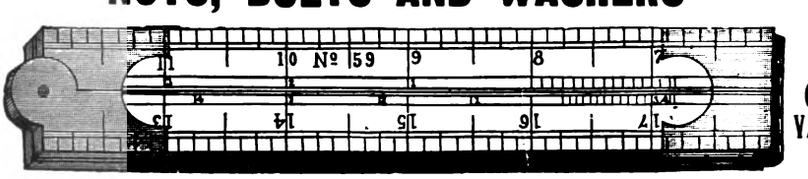
THE UNION NUT & BOLT CO.,

MANUFACTURER'S AGENTS,

107 Chambers Street, and 91 Reade Street, **NEW YORK.**

NUTS, BOLTS AND WASHERS

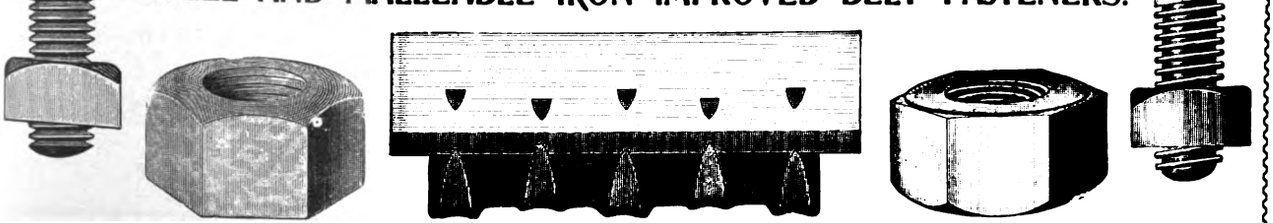
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IN GREAT VARIETY.

BOXWOOD AND IVORY RULES

STEEL AND MALLEABLE IRON IMPROVED BELT FASTENERS.



STEEL BELT FASTENERS.

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NEW YORK.

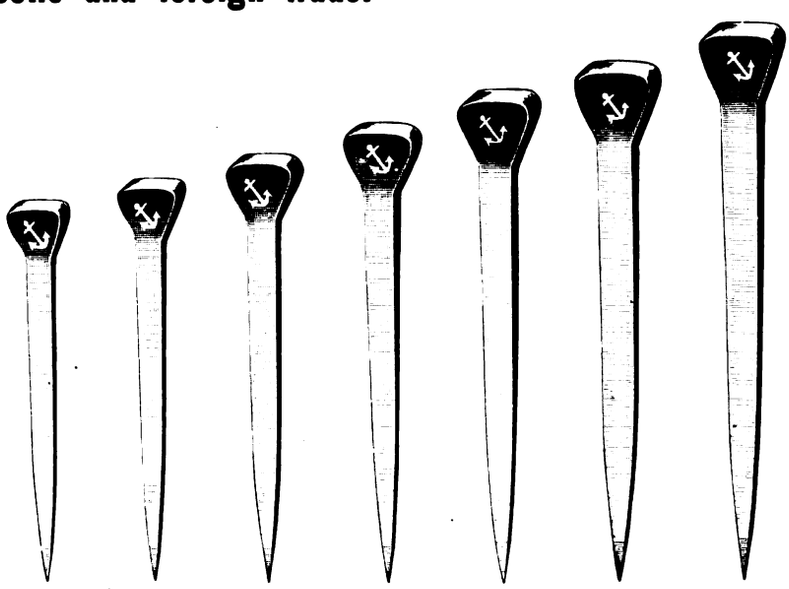
Nails and Wire.

Bar Iron.

Steel Hoops and Bands.

Chain.

The Livingston Nail Co's. name stands for over Forty years of sustained effort in the production of highest grade of Horse Nails for domestic and foreign trade.



Leading Cold-rolled brands——Anchor, New Haven, Coleman.

Leading Hot-forged brands——Anvil, Western, Champion.

LIVINGSTON NAIL CO.

104 Roade St., New York.

FOUNDED 1845. INCORPORATED 1904.

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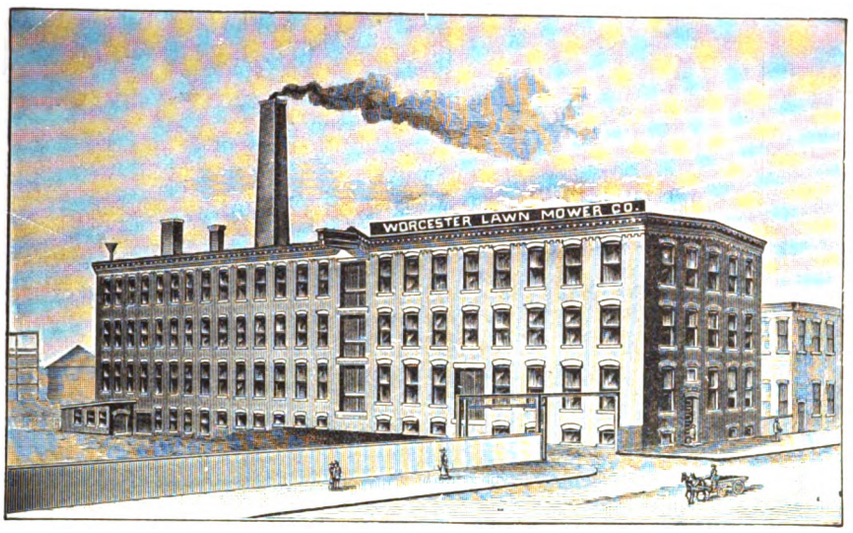
"To Swear By and To Swear At" A Lawn Mower

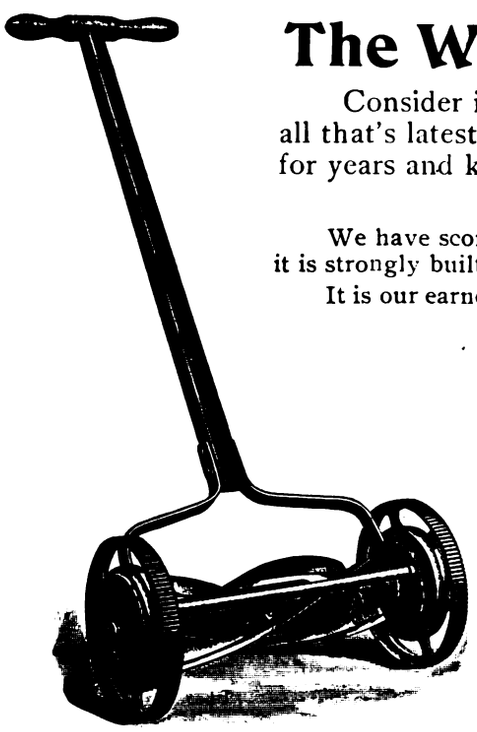


Are you looking for trouble? Then buy a Lawn Mower of the ordinary type. You'll find trouble in every corner.

Instead of being a money maker for you, on the quiet, it will bring back to you dissatisfied customers who want their money back.

You'll go to bed feeling tired and will get up in the morning with the same feeling. It makes you cross and cranky. You'll kick the dog—swear at the cat—scold your mother-in-law.



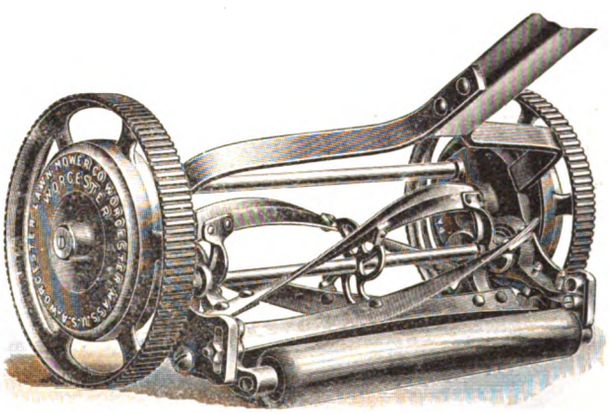


The Worcester Lawn Mower

Consider its merits and your troubles will cease. It embodies all that's latest—all that's best. We have been in the business for years and know how to make 'em.

We have scores of customers who swear by the "Worcester" because it is strongly built, easy running, up-to-date.

It is our earnest desire to convince you that it's reputation is well earned.



Our Catalog tells our story in detail. Send for it.

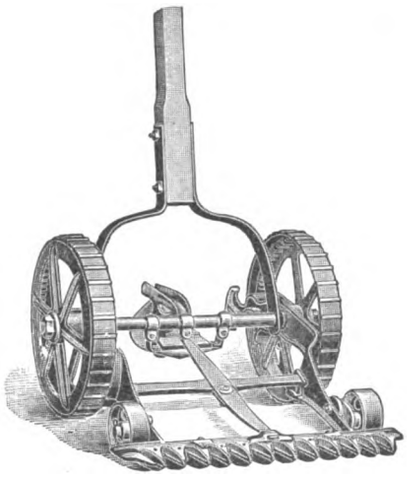
The Worcester Lawn Mower Co.

WORCESTER, MASS., U. S. A.

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Clipper Lawn Mower Co.

Dixon, Ill.



THE MOWER

That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

SPOT CASH
PRICES TO THE TRADE:

No. 1,—12 inch	$4 50
No. 2,—15 inch	5.00
No. 3,—18 inch	5 50
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Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.



Pack's Pineapple Eyesnip

One of the most useful and labor saving devices in the kitchen. For taking the eyes out of pineapples and potatoes, shredding pineapples and potatoes for fries, coring apples and quinces, etc.

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Silver Lake Sash Cord

THE
STANDARD FOR
THIRTY-FIVE YEARS



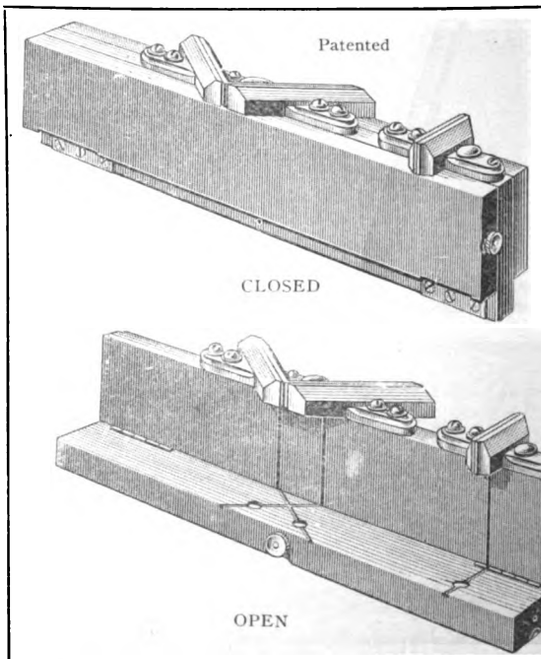
THE BEST RESULTS ARE OBTAINED BY SELLING THE BEST GOODS. LOOK FOR OUR NAME ON EVERY THREE FEET OF SASH CORD.

SILVER LAKE CO.

BOSTON MASS.

Gem Folding Mitre Box

STRONG ✦ SIMPLE ✦ COMPACT



Occupies small space in tool box. Steel Guides absolutely true. Easily and quickly adjusted.

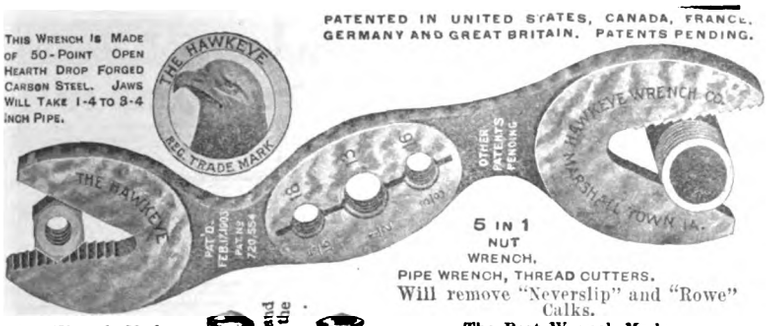
A trial will convince the most skeptical of its superiority over all others. Is adapted to any size or style of Hand or Back Saw. Folding feature and adjustable guides will be appreciated by all practical mechanics.

Length, 14 in. Takes Moulding up to 2½ in. Packed one in Wooden Box, 12 in a case. **Price $2.00 each.**

J. C. McCARTY & CO
No. 10 Warren Street **NEW YORK**

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ARE THE STANDARD FOR
ACCURACY, DURABILITY & SUPERIOR WORKMANSHIP
BUY OF YOUR JOBBER. INSIST UPON GETTING THE PELOUZE MAKE
No E 90 AS SHOWN 24 Lbs.
No T 90 WITH TIN SCOOP.
No 92½ BRASS DIAL, TILE TOP.
PELOUZE SCALE & MFG. CO.
CATALOGUE, 35 STYLES. CHICAGO.

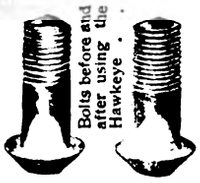


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The easiest selling wrench on the market
Ask for prices and discounts.

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Best Wrench Made For Automobiles
Has More Uses Than Any Wrench Made
No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated

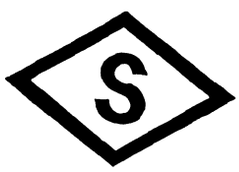




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it will appear that Tools bearing the

Mayhew Trade Mark



have upon them the stamp of SUPERIORITY in every instance.

Don't Drift

into the channel of neglect, therefore, regarding the line of tools you are handling.

Choose Wisely

Get the best for your money—MAYHEW'S.

Our catalog tells all about them.

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Stoutest, neatest and best Car made.

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"GEARED FOR SPEED"

A feature that is a salesman.
We tell everything in our catalog.
Write today.

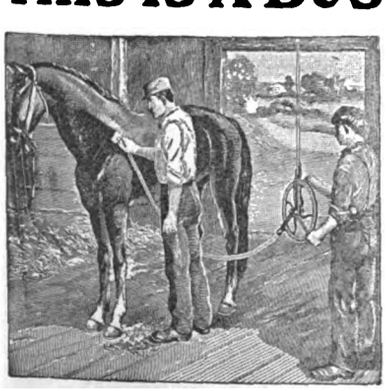
STANDARD MFG. CO.
No. 566 Chase St.
Anderson, Indiana, U. S. A.



THAT NAME
"ANDERSON"
has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for customers who require an extra high grade tool
Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
21-31 STAUBIN AVE.
DETROIT, MICH

THIS IS A BUSY SEASON For the Dealer Handling the

20th CENTURY CLIPPER



LIST PRICE ONLY $5.00. Costs but little more than a hand Clipper and does 100 times the work.

This machine weighs only 15 lbs. Turns easy and cuts fast.

Packed in a small box, 14x14¾ inches, and sell like hot cakes, as the extremely low price brings it within the reach of every man owning a horse.

How's Your Stock? Now's the time to order

Catalog describing every modern type of Clipper sent on request.

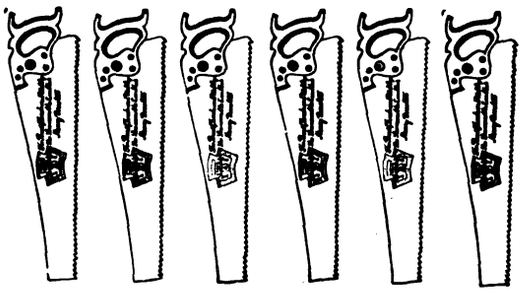
MADE BY **Chicago Flexible Shaft Company**
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NEW YORK OFFICE, 97 Chambers Street.

We make more than 90 per cent. of all the Clipping Machines sold.

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THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

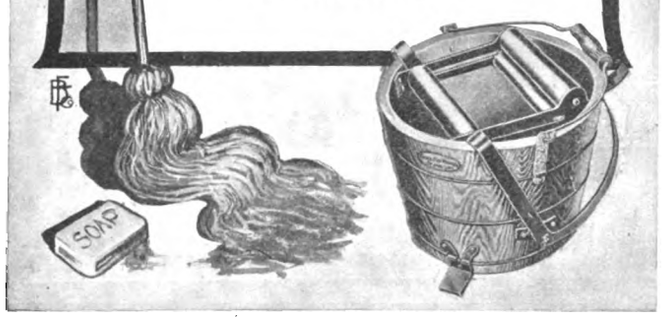
EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

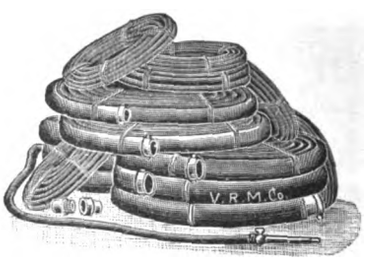
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Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

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Voorhees Rubber Mfg. Co.
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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

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All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO.,
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DRAWING KNIVES,

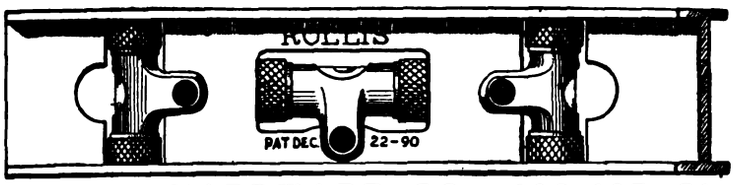
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ROLLIS PATENT ADJUSTABLE SHEET STEEL LEVEL



Excels all others in quick and accurate adjustment, and in durability, though lighter in weight than cast iron levels. They're easy sellers at a good profit Let's quote you prices.

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CARRIAGE
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NUTS AND WASHERS, R.R. PICKS, CROW AND CLAW BARS
LAG SCREWS, TELEGRAPH AND TELEPHONE POLE EQUIPMENT
STEEL INSULATOR PINS

TRACK BOLTS OF ANY PATTERN
THREADS ROLLED OR CUT IN OIL

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OLIVER IRON & STEEL CO.
PITTSBURGH, U.S.A.



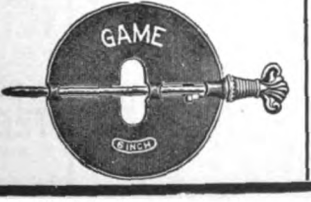




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BUILDERS' HARDWARE.

Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

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H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
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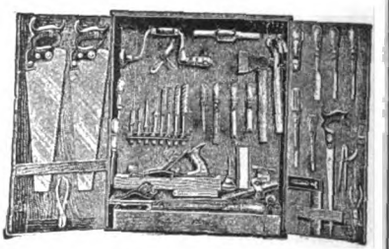
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Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

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Also makers of H. & R. Revolvers.
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All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



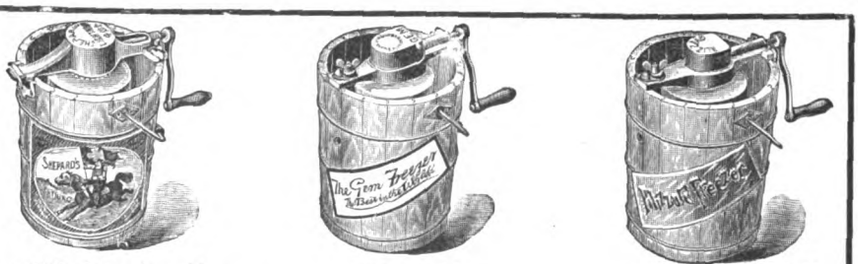
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Machinists' and Pipe Fitters' Empty Tool Chests.

Agents for Steel Tool Chests.

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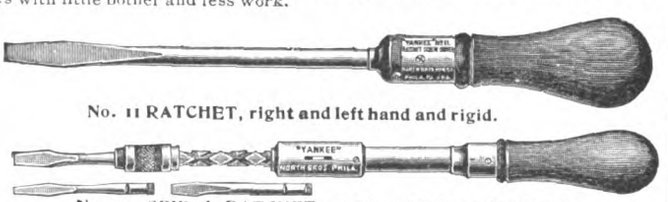
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200 W. Houston St.
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"Lightning" "Gem" "Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

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No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

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A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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Carriage Requisites

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CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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Wholesale Distributors of Hardware

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SYRACUSE NEW YORK

MISSOULA MERCANTILE CO.

MISSOULA, MONT.

WHOLESALE AND RETAIL DEALERS IN { General and Heavy Hardware—Stoves and Ranges—Saw Mill and Mining Machinery and Supplies—Sporting Goods and Ammunition—Plumbing and Steam Fitters' Supplies

Territory Covered: Western Half of Montana and Northern Half of Idaho.

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719-721 LIBERTY AVENUE
PITTSBURGH

TRADE MARK
"TRUE BLUE"
REGISTERED

EXCLUSIVELY
WHOLESALE

The Smith Brothers Hardware Co.

COLUMBUS, OHIO

Wholesale Dealers in General Hardware, Sporting Goods, Mine Supplies, &c.

Fully realizing the fact that we could not handle our constantly increasing business with our present facilities, we purchased a block 187½ feet square, with buildings on same that have a floor space of over one hundred and twenty thousand square feet, and ground enough to increase it to meet our future needs. We can safely say that we will have as well an equipped wholesale hardware store as there is in the state. With our increased facilities, we expect to be able to give prompt and satisfactory service to our many friends. We wish to acknowledge our appreciation of the liberal patronage with which we have been favored from dealers throughout Ohio and West Virginia.

THE SMITH BROS. HDWE. CO.

Frye, Phipps & Co.

Manufacturers' Representatives
AND
Jobbers
OF
American Hardware

Boston - - Massachusetts

SAMUEL A. BIGELOW, PREST. CHARLES F. DOWSE, TREAS.

BIGELOW & DOWSE CO.

Hardware & Cutlery,

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QUINCY, ILL.

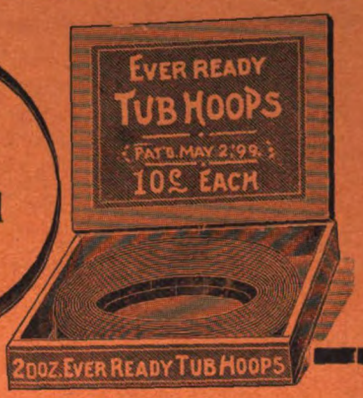
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TENK'S CLIPPER EDGE TOOLS
TENK'S CLIPPER CUTLERY

Unexcelled in quality,
Finish and durability.

We shall be glad to hear from you and receive your orders.

A WANT Supplied



Mfg. by
WEAVER, PALMER & RICHMOND,
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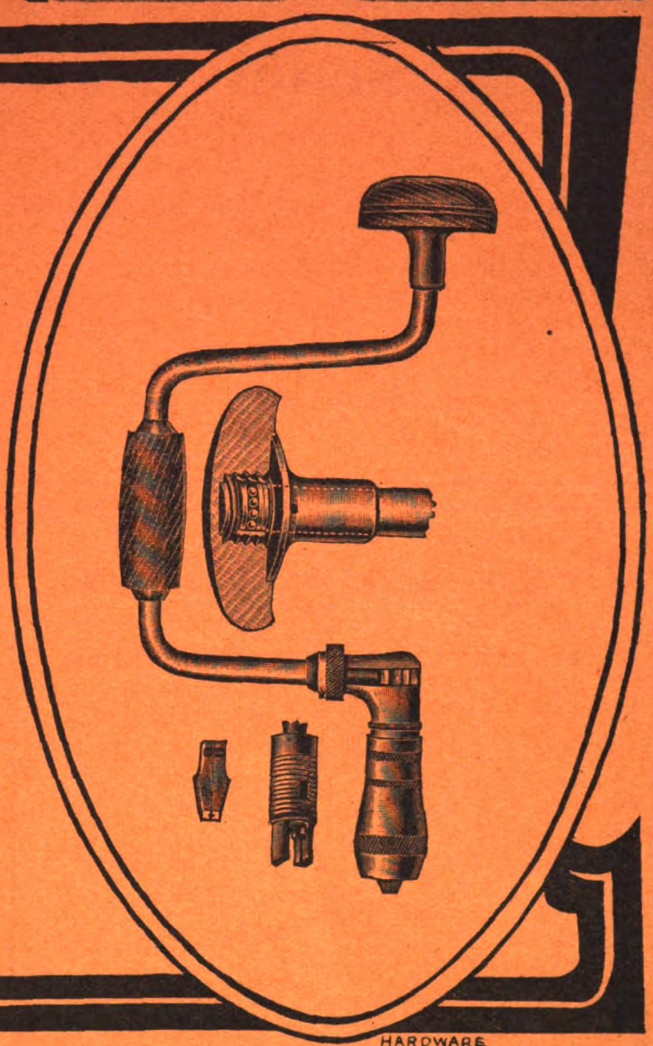
Our New Ratchet Brace

Is the acme of Brace perfection—the best and latest addition to our full line of the popular Barber pattern ratchet braces.

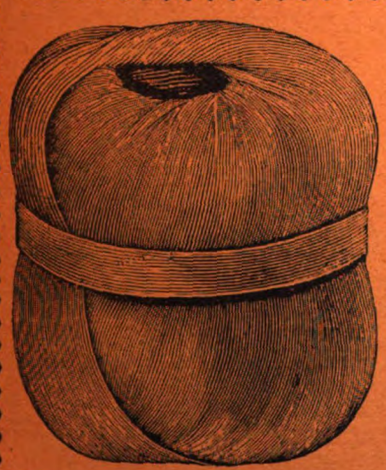
If you are not acquainted with our line our 1904 catalog gives complete information.

May we not send you a copy with prices?

Lancaster Machine and Knife Works,
Lancaster, - N. Y.



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Manufacturers of and Dealers in

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THE SIMONDS SAW

Hardwaremen

We want you to RECIPROCATE
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Because Simonds Saws are the Best.

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FITCHBURG, MASS. CHICAGO, ILL.

SIMONDS SAWS ARE THE BEST

A. Mugford N.Y.

72 YEARS EXPERIENCE IN THE MANIPULATION OF STEEL

WARRANTED
The Simonds Saw
WORKS
FITCHBURG, MASS. CHICAGO, ILL.
U.S.A.
UNEQUALED IN QUALITY AND UNIFORMITY
BRANCH HOUSES
NEW YORK, NEW ORLEANS, PORTLAND, ORE.
SEATTLE, WASH. SAN FRANCISCO, CAL.
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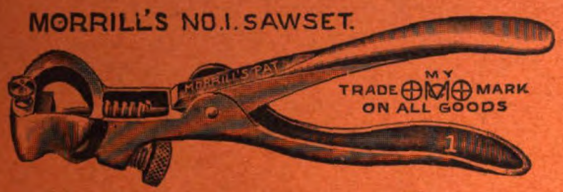
A Few of Morrill's Specialties.

THE "SPECIAL" SAW SET



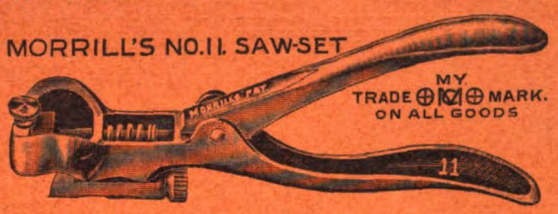
The Most Perfect and Up-to-date Sawset on the Market. Anybody Can Use It.

MORRILL'S NO.1. SAWSET.



For Hand Saws from the widest made down to 1-2 in. in width.

MORRILL'S NO.11. SAW-SET



For Hand, Band and Jig Saws, any width.

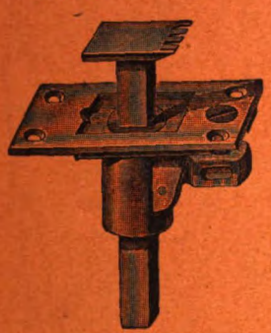
MORRILL'S NO.95. SAWSET.



For Hand Saws. Any Apprentice Without Experience can set a saw with it.



Will Punch 1-4 In. Hole through No. 18 Sheet Iron.



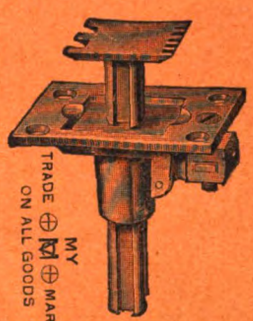
No. 1 Bench Stop.

MORRILL'S NO. 3 & 4 SAWSETS

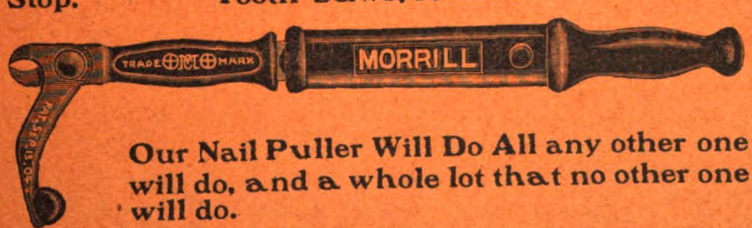


No. 3, for X Cut and Circular Saws, Single Tooth, 14-20 G.

No. 4, for X Cut M and Champion Tooth Saws, 14-20 G.



No. 2 Bench Stop.



Our Nail Puller Will Do All any other one will do, and a whole lot that no other one will do.

WRITE FOR OUR NEW CATALOGUE.

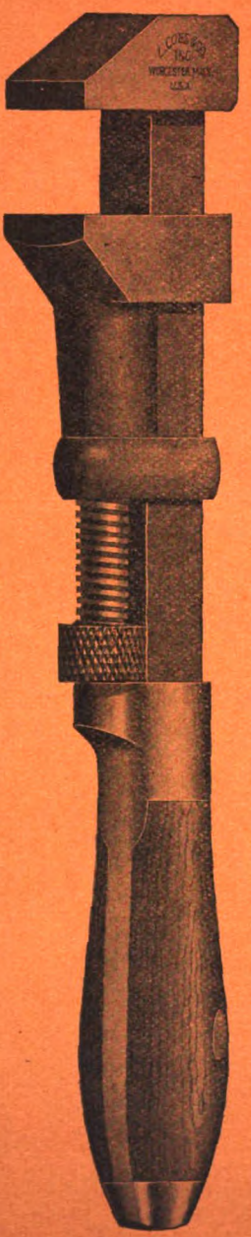
CHAS. MORRILL, 279 BROADWAY, NEW YORK.

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THE ONLY FULL LINE



1st. Our "Genuine"

TRADE MARK

"Knife Handle" Line

The world's standard, 6 in. to 21 in. Seven sizes. Black and bright finishes. Sound, solid, serviceable and warranted.

2nd. Our

Steel Handle Model

Impervious to wet or heat, extended jaw support. "Ball bearing" screw.

3rd.

Coes' Key Model

28 in. and 36 in. steel wrench.

This is the **only** line built in a "wrench shop." We make nothing else and these are not a side line.

65 years of **straight wrench experience** put into **straight wrenches.**



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1515 LORIMER STREET, DENVER, COLO.

JOHN H. GRAHAM & CO.,
113 Chambers Street, New York.
14 THAVIES INN, HOLBORN CIRCUS, LONDON, E. C.
AND COPENHAGEN. O., FREEPORT.

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On January 1, 1905

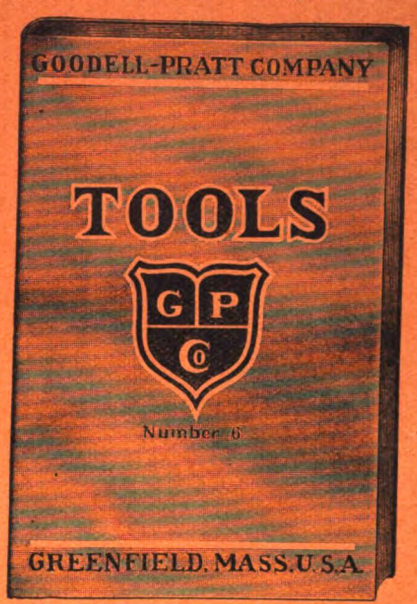
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Manufacturers of

The Celebrated **"Bernard"**

PLIERS
NIPPERS
PUNCHES, Etc.

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U. S. A.

No matter from what point of view you look at it, or how long you look, or hard you look, there is absolutely no line of Pliers, Nippers or Punches as perfect as

"Bernard's"



"Bernard" Gas and Cutting Pliers.



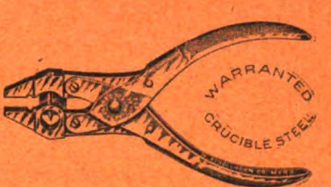
"Bernard" Round Nose Pliers.



"Bernard" Flat Nose Pliers.



"Bernard" End Cutting Nippers.



"Bernard" Belt Punch and Pliers.



"Bernard" Revolving Belt Punches.

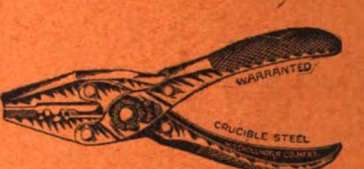
If you are not handling "Bernard's" you are not making as much money as you might.



"Bernard" Cutting Pliers.



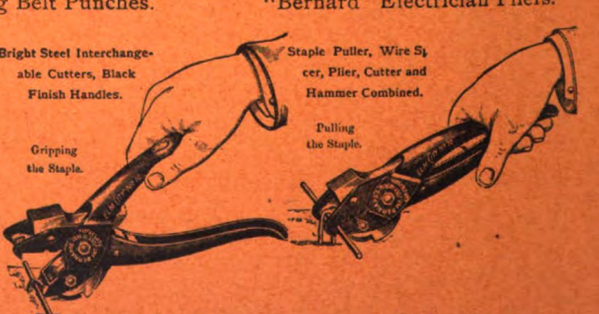
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"Elm City" End Cutting Bolt Clippers.



New Model "Elm City" Staple Pulling Pliers.

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The Wm. Schollhorn Co., New Haven, Conn., U. S. A.

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Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

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SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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No. 19 has Ball Bearings and Alligator Jaws The Drive Wheel is 5 inches in diameter. The gearing is changeable from even to speeded three to one. The crank is adjustable, permitting of variation in length of 3½ inches. The stock and chuck are polished. The hub casting is painted black and the gear and breastplate aluminum color.

Price.....per dozen, $21.00

No. 25 is a combination Breast and Chain Drill, and can be used either as a regular Breast Drill, or with the chain feed when desirable.

The frame and gears to this Drill, are exactly like our No. 12. The addition of the chain adds very much to the scope of the Drill, and is a very desirable attachment, especially for plumbers, millwrights and electricians.

Price.....per doz. $45.00



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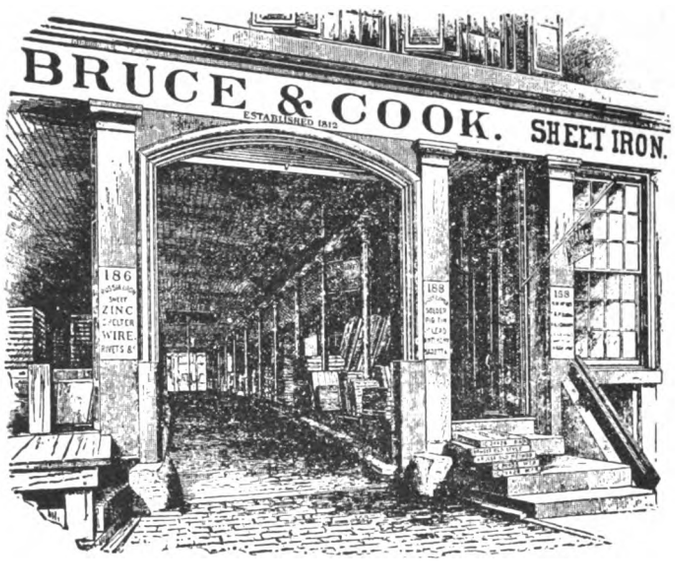
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Copper Circles.	Lead--Bar and Pig.	Sheet Iron--Com. Cl'd.	Tin Shingles.
Copper Ingot.	Leader Hooks.	Sheet Iron--Corrugated	Tinners' Machines.
Copper Sheets.	Malleable Ears.	Sheet Iron--Galvanized	Tinners' Tools.
Copper Wire.	Mallets.	Sheet Iron--Planished.	Ventilators--Globe.
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Eave Trough Galvan'd.	Nails--Wire R'g Tinned	Spelter Solder.	Wire--Coppered.
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CLEVELAND, OHIO.

You have no risk on the quality. We make only the best.

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HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

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ADAM'S STEEL & WIRE WORKS,

Wire Fencing,
Ornamental Steel Fencing,
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Send for Catalogue.

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THE ROEBLING STANDARD WIRE LATHING,
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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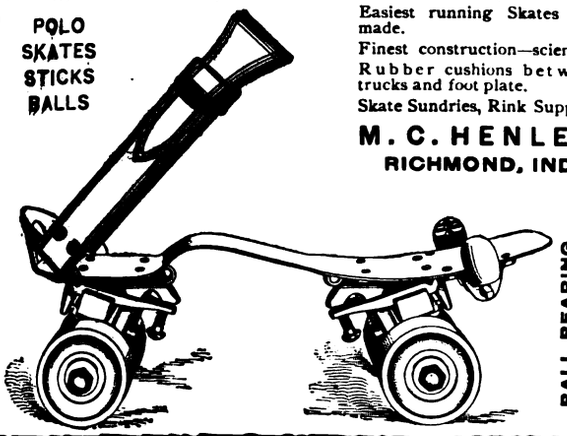
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Most Durable, Practical, Economical Rink Skates on the Market.

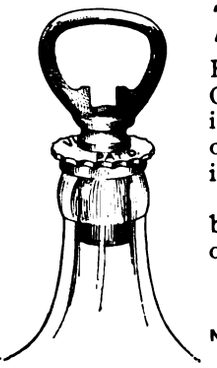
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Easiest running Skates ever made.
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Opens any capped bottle. Two tools in one—both perfect.

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As a condition of the sale our guarantee says you are to have your money back if it does not prove its superiority upon a trial in your hands. You are to be the judge. Will you try the Reliable on this condition? The Reliable of to-day is the one non-moisture machine, automatically regulates, ventilates and receives the chicks into its own nursery as fast as they come. Success can't escape you with the Reliable Incubator to hatch and the Brooder to brood them. Send us 10c postage and get Poultryman's Guide and Catalog combined.

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"THE FAMOUS ONE"

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Can YOU afford to be without it?



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Advertised in women's magazines.

Houskeepers demand it.

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F. H. & C. B. Vrooman.

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Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

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AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

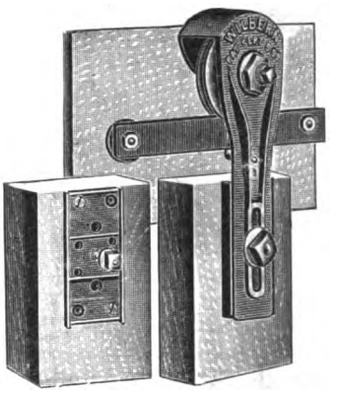
We knew that all Sheet Metal Workers would value them were they once in their possession, but we were not prepared for the avalanche of replies which have come from nearly every State in the Union.

This only goes to prove that our Metal Working friends appreciate our offer, and that "APOLLO" Galvanized Sheets are general favorites and generously used in all parts of this country. Would you like to have an "APOLLO" Weight Card, or have you a friend who would? If so, send us your or his name before January 1, 1905, and one will be mailed you immediately.

"Apollo" Weight Cards tell you just what you want to know just when you want to know it. If such assistance means anything to you, write to W. C. Cronemeyer, Advertising Agent, 222 Frick Building, Pittsburg, Pa., and let us help you.

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Adjustable Hangers

For Barns, Warehouses and Fire Doors

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Midland Iron Works, Racine.

Both Vertical and Lateral Adjustment.

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Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

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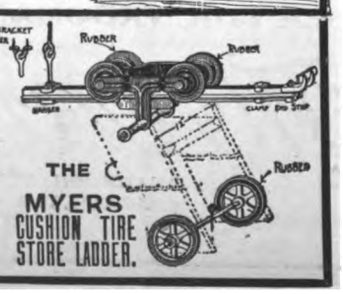
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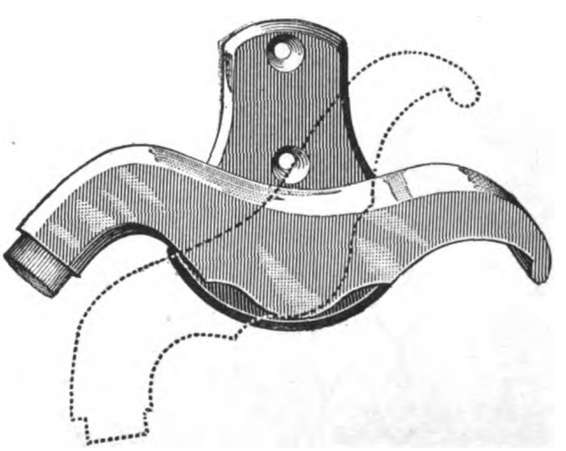
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The Empire Door Holder Improved

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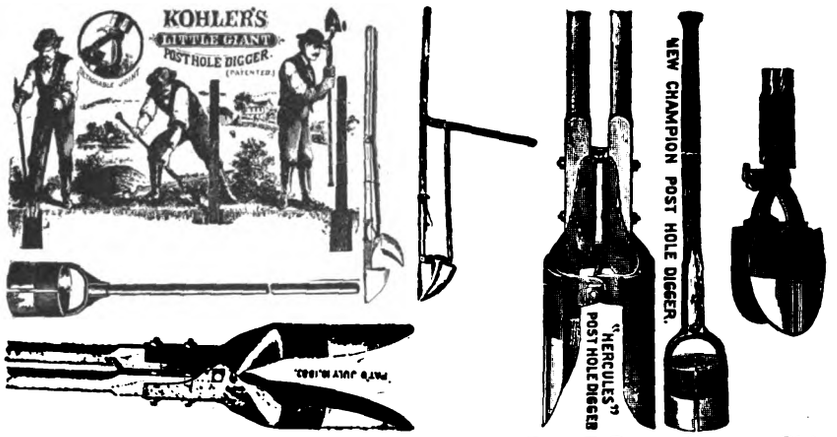
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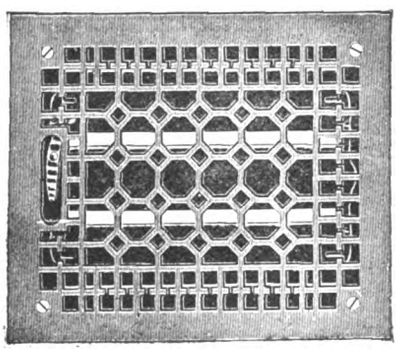
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QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO
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SEND FOR CATALOGUE and PRICES
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ESTABLISHED 1840.

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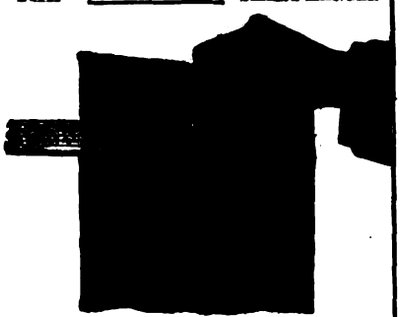


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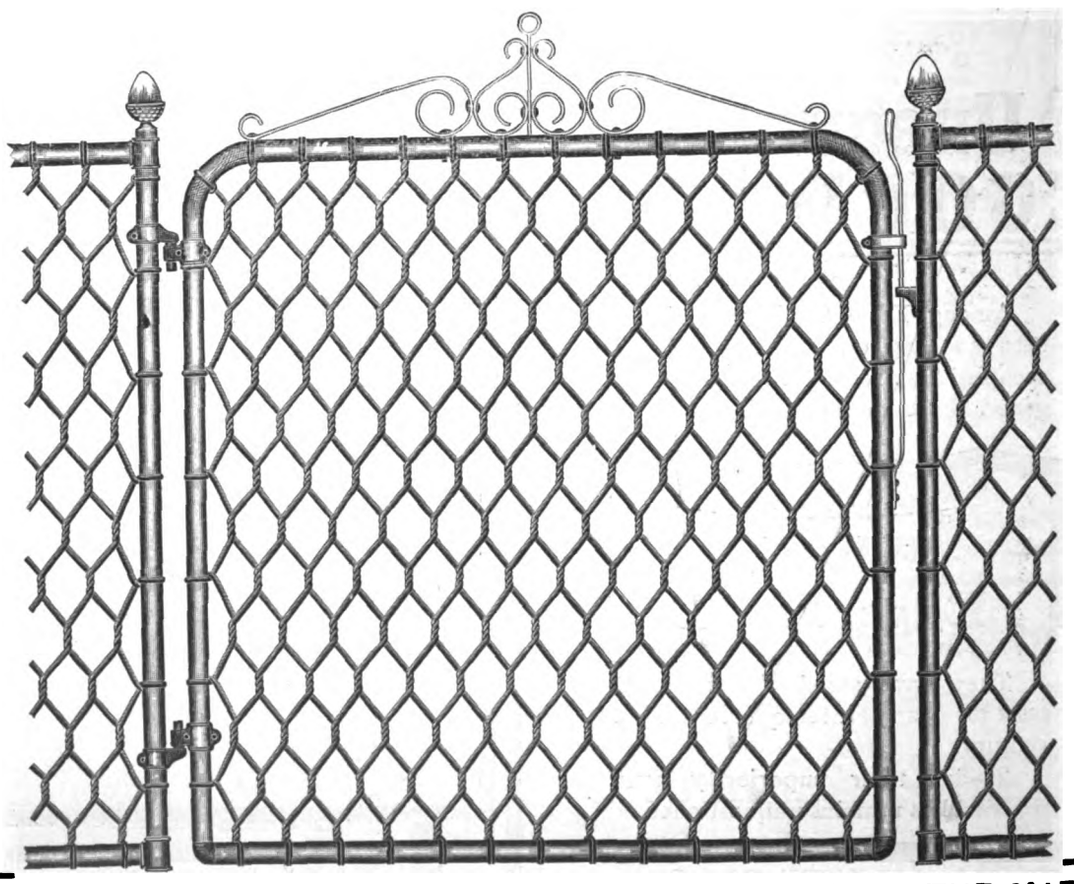
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In Axle Grease

invariably points to the best—

FRAZER'S—

the cheapest in the end. One greasing with Frazer's will last two weeks —will outlast any other kind.



WHY HANDLE ANY OTHER ?

It saves labor for man and beast and Dollars for your customer. In boxes, cans, pails, kegs and barrels.

FRAZER LUBRICATOR CO.,
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YOU OUGHT TO SEE IT!

The New Putnam

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Horse Nail

Is made by a new and down-to-date method. It has stood the severest practical tests for six months, and

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for tensile strength, elongation and elastic limit.

The New Putnam will not crimp, break or sliver. Will not cut off; will hold in the clinch. Drives most easily.

These are some of the reasons why you should handle them.

Send for samples. Special Offer to Hardware Dealers.

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would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

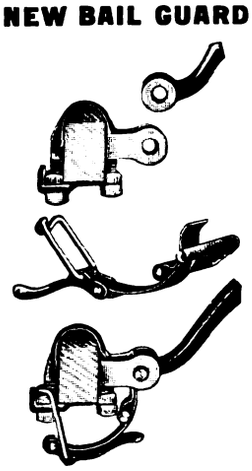
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We have a good location for your plant.

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NEW BAIL GUARD



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See the

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In your next order specify for New Bail Guard and New Bail and Lever.

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is more largely used by the Carriage Manufacturer and sold by the Jobber than any one on the market.

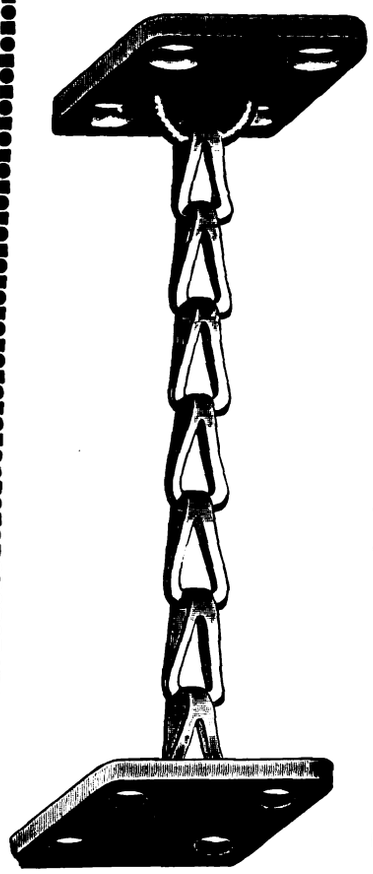
We are also sole manufacturers of the

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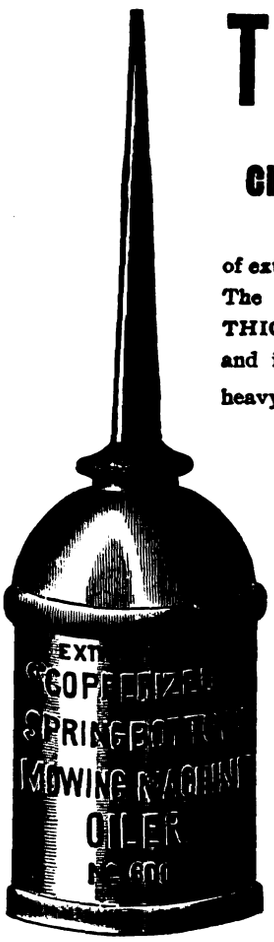
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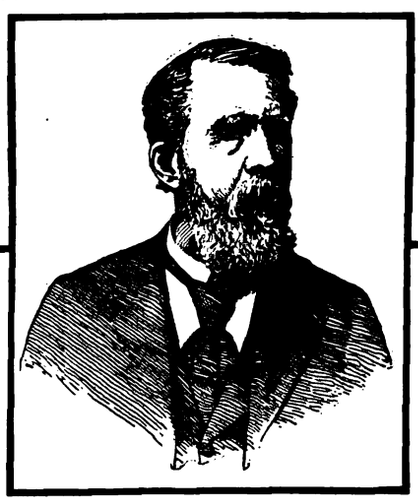
HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.



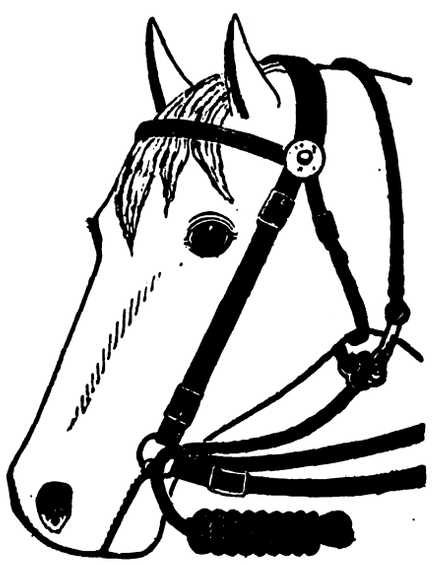
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If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

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LIVERY TIE.

Solid black braided cotton hitching tie—Snaps around the neck—long enough to tie around a telegraph pole—just as good as a neck strap that costs you $1—looks just as well as a neck strap that costs you $1—you can retail them at 25 cents. Ask your jobber.

Manufactured only by

E. T. RUGG & CO.
NEWARK, OHIO.

We Sell the Large Wholesale Trade Only.

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HARDWARE

The Pelouze Scale and Manufacturing Co., Chicago, Ill., have received from the Louisiana Purchase Exposition the highest award for Family and Postal Scales.

At the annual meeting of the Board of Directors of the National Association of Credit Men, held at Chicago, October 24, 1904, a resolution was adopted naming the convention days as June 14th, 15th, and 16th, 1905. The convention will be held at Memphis, Tenn.

The Philadelphia Lawn Mower Co., Philadelphia, has changed its New England agency for the Genuine Philadelphia Lawn Mowers, and Bigelow & Dowse Co., Boston, is now agent. The latter company will carry a complete line and stock of Hand and Horse Mowers, and samples of the 1905 line are now on exhibition in its store.

Geo. H. Harper has resigned his connection with the sales department of Clendennin Bros., Baltimore, Md., and will return to the National Enameling & Stamping Co. November 10. Mr. Harper, who is well and favorably known to the Southern trade, was formerly identified with the National Co.

The Livingston Nail Co., 104 Reade Street, New York, has been in business for forty years, and has paid such close attention in that time to the wants of the trade that they have become the established headquarters for everythnig in the way of Blacksmiths' Supplies. They carry a full stock of the various brands of Horse Nails, Horse Shoes, Hay Budden Anvils, Gautier Toe Calks, Heller Brothers Co.'s rasps, tools and files, together with welding dies, horse shoe pads and "Anchor" Blacksmiths' aprons.

The Ivory Handle Co., Hope, Ark., have issued, under date of September 10th, 1904, a new price list on axe, pick, sledge, tool, maul, hammer and hatchet handles. All of their handles are standard grade as adopted by the Hickory Handle Manufacturers' Association, September 10th, 1904. They make handles to special patterns for which, of course, they charge special prices. The above price list is a very complete and comprehensive one, and will be sent to dealers upon application.

HANDSOME MONTHLY CALENDARS.

A. R. Stansbury, of Norfolk, Va., is sending out a very handsome series of envelope size monthly calendars, the product of the Osborne Co., of New York. In the panel on the front of the calendar is shown reproductions of well-known paintings made by the three color process. On the back of the calendar is given a comprehensive list of the lines of goods handled by Mr. Stansbury.

CARBORUNDUM.

The world's supply of carborundum is dependent upon the operation of three plants only, that of the inventor, Acheson, being the best known and probably the largest. At the Acheson works, at Niagara Falls, there are in use 12 furnaces, each requiring, when in full operation, 1,000 horse-power. The furnaces are about 30 feet in length. They consist of a core of carbon rods, laid zigzag, with cross blocks bridging the angles of the zigzags, round which is packed the charge of coke and sand and the flux of salt, the whole being supported by a brick box. A temperature of about 6,000 degrees F. is maintained for 30 hours, after which the product is allowed to cool, and is then removed.

A FIRE ARMS TOWN.

The city of Norwich, Conn., has become famous for the manufacture of firearms and its citizens are justly proud of their several progressive firms making these goods. The oldest firearms firm in Norwich is the Hopkins & Allen Arms Co., whose model plant, built with an eye to the comfort and health of its employes, furnishes employment to an average of 600 people. The firm was started in 1867 by Messrs. Charles W. Samuel and Henry Hopkins, Col. Charles A. Converse, Horace A. Briggs and Merwin Hurlcurt & Co., of New York, and in the early seventies a factory on the site of the present factory was purchased, where the business has since been conducted. Through the efforts of Arthur H. Brewer, Chas. B. Lee, Chas. P. Coggswell, C. Henry Osgood and Frank T. Brown, a reorganization of the company was effected in 1898 and the business was resumed under the title of the Hopkins & Allen Arms Company, with a capital of $100,000. Then came the fire of February, 1900, which wiped out the entire plant, which was at once rebuilt, and the concern now occupies a fine five-story brick factory, comprising 85,000 square feet of floor space, from which there issues 138 varieties of revolvers, rifles and single and double-barrel shotguns, which find a market all over the United States and Canada, while their export trade includes Australia, South America and Europe. In May, 1901, the Forehand Arms Co., of Worcester, was bought out and the next April, when the new factory was ready, that business was removed to Norwich. The present capital is $300,000, and the directors are A. H. Brewer, Chas. H. Osgood, Chas. B Lee, Horace A. Briggs, Frank T. Brown, W. A. Briscoe, C. H. Preston, Archibald Mitchell and Gardiner Hall, Jr.

Tobin Arms Manufacturing Co., Inc., is one of the newer manufacturing industries of Norwich, Conn., and formed by a group of Norwich business men in August, 1903, who elected F. M. Tobin, president; A. L. Potter, vice-president, and B. H. Palmer, secretary and treasurer. B. A. Herrick, S. B. Palmer, William H. Oat and W. E. Post comprise the other directors. The company was capitalized at $50,000, and new buildings were erected and the old rebuilt on a factory site purchased in the Greeneville section of the city. The first shipment of guns was made in September, 1903. The factory employs about seventy-five hands in turning out a double-barrel, hammerless shotgun of superior quality and workmanship. The gun is made in seven varieties from patents and inventions secured by Mr. Tobin for the company. Its many improvements and simplicity of construction well deserve the name of "Simplex," the trade mark under which the product of this factory goes to the market.

The W. H. Davenport Firearms Co. reflects the inventive genius of William H. Davenport, and the goods manufactured embody the inventions and improvements patented by him in his connection with the manufacture of firearms during the past fifty years. These include among others the present popular system of detachable barrels, the automatic ejector, the strong and durable metal joint, and the folding flush screw key, all of which are found in the Davenport guns. Beginning business in 1891 with a capital of $12,000, they have enlarged their plant from time to time until they now occupy a building four stories and basement, each covering 7,500 square feet of floor space, as well as two pieces of developed property adjoining. The goods now manufactured include single and double-hammer and hammerless shotguns and various styles of small bore sporting rifles. An average of 250 hands are employed. The present capital is $209,000. The officers are: M. M. Whitemore, president; William H. Davenport, vice-president; H. H. Gallup, treasurer; W. C. Davenport, secretary and general manager.

Thirteen years ago a group of representative business men of Norwich organized the Crescent Firearms Co., and engaged in the manufacture of single and double-barrelled shotguns, employing twenty men at first, growing steadily until at present 150 hands are employed. Their product is distributed through the South and West. The capital stock of the company is $74,400, and the officers are H. H. Gallup, president; F. A. Foster, vice-president and treasurer; J. C. Henderson, secretary.

The business of the Thames Arms Co. was founded in 1895 by Frederic W. Cary and James D. Robertson and was incorporated in 1896 under the name of the Thames Chain and Stamping Co., with a capital of $10,000. For five years bicycle chains were manufactured and in 1900 the manufacture of revolvers was taken up and the plant was removed to its present location. The manufacture of chains was discontinued in 1901 and the name of the corporation was changed to the Thames Arms Co., the capital stock being increased to $37,500. The company manufactures "break-down," automatic shell-ejecting revolvers of various calibres and different length of barrels, blue and nickel finish. The output is 3,000 finished pistols a month and eighty hands are employed. The factory buildings are two stories in height and the floor space occupied is 12,000 square feet. Charles F. Thayer is president of The Thames Arms Co. and James D. Robertson is vice-president and superintendent, while the treasurer and manager is Frederic W. Cary.

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HARDWARE

VOL. XXIX. NOVEMBER 25, 1904. NO. 4

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

309 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block

Telephone: 2945 Harrison

C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Since the election with its emphatic results, the trade has taken a long breath, and looked forward with gratitude to conditions of prosperity that encourage dealers and manufacturers alike to expect a continuance of a state of affairs that made the past so memorable. Factories and Railroads that have laid off their hands by the thousands, are encouraged by the renewed activity, the large crops, the moving masses of freight that mark the signs of returning confidence, t› take them on again and they become at once harbingers of new conditions that bid fair to last for some time.

The crops are all harvested and promise well, and the prices prevailing will enable them to be disposed of at results which add materially to the wealth of the agriculturist, and incidentally be of benefit to the distributer of Hardware.

Higher values in the Iron and Steel markets exercise an influence that is felt in all branches of the trade; providing a firmer market for products, and where goods in prices have been too near cost the market shows an advance and all concessions are withdrawn.

Orders are growing larger and goods are ordered by dealers with more confidence, more items and larger quantities. Merchants are fully imbued with the feeling that the markets are all of them apt to be affected by the upward tendency of prices and that advances from now on may be looked for.

The next four years are considered safe for business, and as many goods, have not already known anything of an advancing range, and there are heavy goods that will naturally feel the force of the impetus given it by such a movement, such goods will be ordered freely. If the sanguine feeling is not overdone, and speculations succeed the dull feeling that made the trade conservative, the tendency will be a good one. The hand-to-mouth business of the last few months prepares a light stock to fill up and the buyer changes his extreme conservative views for stronger ones.

Manufacturers by the purchase of raw material are now strengthening their surplus stocks and covering their anticipated wants for some time to come; they purchase with a margin for safety against a light stock that brings a degree of confidence in its train. The whole market for Hardware is affected by a firmness that has not been for months.

The Conventions.

The two conventions, that of the National Hardware Association and the American Hardware Manufacturers' Association, held at Atlantic City on Wednesday, Thursday and Friday of last week, were the most important in good results in their history. Never before had so large a number, both of Jobbers and Manufacturers, participated in the accomplishment of so much work, with a degree of harmony worthy of its continuance, than at the present time. The discussions that took place, the papers read, and the points made by the interested members, were all worthy of the attention they created and the results arrived at.

It was settled once for all that the mooted question of selling to Catalogue houses at extreme prices shall be made a subject for reform. The retail dealers of the country whose existence and continuance were jeopardized were fortunate in being represented at the Jobbers Convention by Mr. Bogardus and Mr. Corey, who were able to convince their friends, the Jobbers, that they had rights that were being encroached upon and they look to them to have justice done.

The jobbers, who reported through their Joint Committee, appointed for the purpose, impressed upon the manufacturers a course of action that would redound to the credit of all concerned, and bring a state of harmony that would reconcile the conflicting interests.

The manufacturers, in the discussion on the subject of "Special Brands" found they had a more difficult subject to handle, which, from the jobber's standpoint, was a matter of too much importance to be called down. From the interest with which it was regarded by the jobbers it was made evident early in the discussion that the custom could not be arbitrarily discontinued without detriment to the vital interests of those who had for so long a time enjoyed the privilege; some valuable methods were suggested and adopted by which the extent and scope of the matter will be abridged in some degree and the field of effort contracted in extent for the benefit of all concerned, as will appear in future relations between jobber and manufacturer. This annual interchange of views may always be depended upon to adjust any grievance which either branch of the trade is harboring, and which upon conferring together can readily be rectified. The importance to the trade of the present meeting need not be underrated, as the rough ways are made smooth through the friendly interests which underlie the satisfactory settlement of all contentions. The harmony with which every question was treated, the consideration which was given to views reflecting diverse modes of action, the heart-to-heart talks which may be relied upon to bring order out of chaos and prove their aims are identical, prevailed throughout, and made the present conventions memorable in their importance.

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INCREASED PROFITS FOR THE HARDWAREMAN—INCREASED BUSINESS—SILVERWARE IN THE HARDWARE STORE.

There is no disputing the fact that during the past ten years, there has been a constant decrease in the margin of profits in the staple goods handled by the average Hardware store. Almost every Hardwareman sees this tendency of decreasing percentage of profits, and many are looking for a means or a method to enlarge the business and counteract the smaller profits.

In some cases this has been successfully accomplished by broadening the business into a local jobbing trade. If the location is in a small city having good shipping facilities and in the midst of a good local territory, the wholesale business can be built up on a profitable basis. The enlarging of the business in this way appears all the more attractive, if the store is located in a part of the city somewhat away from the retail center. But to go after even a small local jobbing business means the expenditure of much money and time, and to successfully carry on such a business means an increased amount of capital.

Now, there are a large number of Hardware dealers situated in smaller towns or in cities, where the branching out into a jobbing trade is neither practical nor desirable. To such merchants there is another way open for enlarging their trade. It is by adding good paying side lines—enlarging their trade by enlarging their line.

Of all side lines, none fits more readily into the regular Hardware stock, than silverware. And let this include not only table ware, but hollow ware, and gradually enlarge into clocks, and cut glass and even watches and sterling silver goods.

Years ago silver forks replaced those of plain steel—the steel forks can yet be found in almost any Hardware store, but is a comparatively slow seller. The trade, therefore, that years ago came to the Hardwareman on these goods, is now going to the jewelry man. Chafing dishes are sometimes used where formally kitchen ware was only used. Again the trade is going with other channels. Sterling silver and cut glass has superceded other kinds of ware which in former years was purchased in the Hardware store, and the up-to-date merchant must keep these goods in stock if he is desirous of holding that trade which was formally his own. Silverware is a splendid Holiday line. It's attractive and brings customers into the store. The line is profitable showing from 40 to 75 per cent. on the investment. Now is the time to purchase this stock, and like all new lines added, it should be started in a convenient way, and the first year at least it would be best to purchase from a jobber—if possible, from a Hardware jobber, who handles silverware as a side line. Such a jobber could assist very materially the retailer in picking out his line. It is the best the first year, not to go very extensively into the novelties, but to hold closely to staple goods—forks, knives, spoons, hollowware, etc.

Silverware should be attractively displayed, and in bright up-to-date cases. Much in this line is bought for Christmas gifts, and to at least appeal to the artistic taste must be kept attractive and neat and be tastefully arranged.

After the purchasing and placing of the stock, the next important thing is the advertising, and the getting the customers into the store. Besides newspaper advertising a good trade winning method is to have an opening day, and send special invitations to as many of the store's customers and to other prospective customers as possible.

Care should be taken to have the prices as low as the same goods are being sold anywhere. It is well to arrange the stock near the front of the store, thus enabling each one entering the store to see and to know that the line has been added to the stock.

It is well to keep a "want list" and make a note of all goods asked for. The list will be found to be a great help in filling in the stock for spring and in making purchases for the next Christmas trade. If at first the trade does not come as rapidly as is desired, do not become discouraged, but remember that each new departure will require some energy to be established, and the second season will show better results. HAMMERNAIL.

SYSTEMATIZING THE BUSINESS.

BY A SPECIAL CORRESPONDENT.

"One thing at a time," is a motto that is being carried out in the windows of Hardware dealers in a way that is bringing business. That is, one predominant feature in each window. The dingy, unchanged windows are rapidly disappearing, and the windows conveying one idea, and conveying it BIG, are becoming more numerous, some of them being accompanied at the same time by ads. in the papers on the same subject.

The writer noticed some unusually good windows in Warren, Pa., the other day, those of the Pickett Hardware Co. One was a sportsmen's window, with guns lying horizontally on a double rack, and stacked at the side in rows along the side wall. Cartridges, cases, and all sorts of sportsmen's paraphernalia were shown. It was a neat and effective window, nothing of a wonder, but full of snap and merit. Another was a lamp window, the bases being a receding row of steps or platforms, on which the lamps and delicately colored globes and all sorts of fittings were displayed.

"They're all right," remarked the manager, "but you ought to have seen our windows a few months ago. There was an ingenious boy of eighteen here with a good deal of taste, and we turned him loose in the windows. He made them talk. He had a showing of machinists' tools, a display especially of Stewart's goods, though all kinds of machinists' tools were shown. A triangular case took the center at a fair height, and the remainder of the display was built up on receding platforms around.

"Another window was filled with blacksmiths' tools, the center piece being a regular full size blacksmith's bellows and forge. Another showing was of mill supplies, including split steel pulleys, and various tools kindred to the idea. A piece of shafting was hung at the top and was connected by belting to the machine or pulley below. Coils of leather and rubber belting were also part of the exhibit. One important display was made of tools used in drilling oil wells the extent of which can hardly be realized by the uninitiated One window was devoted to "heating," comprising heating stoves, gas stoves and ranges, and all the appliances kindred thereto."

The windows of the Supplee store in Philadelphia work in a triple connection. They were divided recently into three equal parts from front to back, and a single idea carried out in each division, one section containing electrical supplies, another cutlery, and a third, sporting goods.

One big window of Weed & Co., Buffalo, contained a fine exhibit of carving sets for Thanksgiving. It was surmounted by a picture of the National Thanksgiving bird—in the pair—with the suggestion, "It's a bird. So is a set of Weed's Carvers." A great variety of carving knives and forks, in cases and out, were shown, making an imposing display that attracted a great deal of attention.

These exhibits all suggest specialization in window display, advertising and stock keeping. In all lines of business, great stress is laid nowadays on proper advertising and window display methods, and rightly so. But even in a comparatively small store it may be practical to so arrange the stock that the idea of separate departments may be carried out, at least in the principal branches. This not only facilitates waiting on customers, but emphasizes the resources of the dealer, and adds to the appearance of the store. One large exclusively Hardware store emphasizes two points by having two separate apartments partitioned off by counters where, in one, the builder of a home or its future mistress can sit down and inspect the various patterns of locks, knobs, hinges and conspicuous builders' Hardware, and make a careful and leisurely selection. The other apartment is given over to tools used in manual training, this branch of business having grown so rapidly during the past few years that not a few dealers are making a special feature of it.

The Hardware business consists of a multitude of details. Its very complexity suggests the simplifying of it along lines that will compel the attention of the public to the several branches—one at a time—and in a way to impress them with the idea that the particular store is headquarters in the line. Each store had one or two special branches, according to location, whether in an agricultural, manufacturing, oil drilling or waterside district, that are especially prominent. In many cases some interior location, say the back of the store, can be assigned to the big line, with a convenient, tasteful and systematic showing of the goods. A large sign, in colors, surmounting this department, one that can be read from the front of the store, would be in order. As opportunity offers, another spot can be cleared and another special line can be brought into prominence in the same way. This plan, we understand, of course, is followed to a moderate extent in many places, but in a way that attracts no notice. The emphasizing of the departments of the business to the extent we have indicated, however, is not only a convenience to customers, but an economizer of time and an aid for the departments brought to the front.

It is time now to think of the Christmas windows, and of the stock that appeals to the children—house skates, small tool chests, sleds, scroll saws and the like, will have the center of the stage. At this season, prices cut ice, and as far as possible, and in the case of a few leaders, anyway, the price tickets should appear. One window might appropriately be devoted to the things essential to Winter sports, like skates, sleds, hockey clubs and the like, and another to the tool chests, scroll saws, photographic outfits and the like that furnish useful occupations for the young. Don't be afraid of catchy signs. The Christmas trade windows should be among the best of the year.

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A BARGAIN PANIC.

In a recent issue of HARDWARE we published a letter from our Cincinnati correspondent, in which he took issue with us on the subject of bargain sales, stating at the same time that in Cincinnati the bargain sale was being worked to its full extent in mercantile establishments of all classes. It is possible that what can succeed in Cincinnati would not succeed in other towns, however, his statement concerning the popularity of the bargain sale would seem to be true in view of the following description of a scene that took place in a Cincinnati store recently as described in true yellow journal style in one of the daily papers of that city:

"Nearly a thousand frantic women, struggling like mad for the privilege of purchasing a ten-cent dishpan, was the spectacle which was exhibited on Central West Fifth Street Tuesday morning. The women, in their efforts to get in and out of the store, tore the hats and bonnets from each other's heads. Jackets and coats were torn to ribbons. More than one woman found her skirts pulled loose from her waist, and in one case a skirt was entirely lost. Packages of merchandise and a dozen pocketbooks were lost in the struggle, but, regardless of all this, the throng still crowded into the packed store-room and fought like maniacs for the bargains. It is not likely that such a scene was ever enacted at a 'sale' in Cincinnati. The police were appealed to in an effort to handle the crowds, and three patrolmen were detailed to the spot. The brawny men were swept from their feet by the women, who paid not the least attention to their admonitions to refrain from crowding and to take their turns. The back doors of the store were opened to permit the egress of the crowd which crushed through the front, but this fact becoming known to some of the women on Fifth Street caused a rush to be made for the alley and through the back door, making matters worse and worse.

"Shortly after 9 o'clock a report started that a baby had been crushed to death in the store. The report seemed to spread through the crowd in an instant, and a panic reigned. Half of the women in the place struggled to get in further and get a glimpse of the baby that was said to have been killed. The other half of the crowd attempted to leave the place. The manager of the place, realizing by this time that the lives or limbs of his customers were in danger, stopped the sale. The word was passed that there were no more dish pans, but the crowd outside saw a dozen or more in the front window and refused to believe. They attempted to force their way past the policemen, but were stopped at the door. The crowd in the store passed out slowly by the alley door, hundreds remaining, in the apparent hope that the sale would begin again. At 10.30 the store was still crowded. During the rush Fifth Street was blocked from curb to curb."

It is possible that the proprietor of the above mentioned store derived benefit from this bargain sale, at the same time it is an open question as to whether enough people were not disgusted with the jam, loss of pocketbooks, clothes, etc., to counteract any benefit that may have been gained. Whatever the results, this is certainly an object lesson of the power of advertising, and one that can be given careful consideration by every Hardware Dealer in the country.

SELF-RELIANCE A GOOD TEACHER.

We often find that boys who have educated themselves in the country, almost without schooling or teachers, make the most vigorous thinkers. They may not be quite as polished or cultivated, in some ways, but they have something better than polish, and that is mental vigor, originality of method, and independence. They do not lean upon their schooling, or depend upon their diplomas; necessity has been their teacher, and they have been forced to act for themselves and be practical; they know little of theories, but they know what will work. They have gained power by solving their own problems. Such self-educated, self-made men carry weight in their communities because they are men of power and think vigorously and strongly, they have learned to concentrate the mind.

Self-help is the only help that will make strong, vigorous lives. Self-reliance is a great educator, and early poverty is a good teacher. Necessity has ever been the priceless spur which has called man out of himself and spurred him on to his goal.

Grit is more than a match for almost any handicap. It overcomes obstacles and abolishes difficulties. It is the man who makes an opportunity and does not wait for it—the man who helps himself and does not wait to be helped—that makes the strong thinker and vigorous operator.

It is he who dares to be himself and to work by his own programme, without imitating others, who wins.

HARDWARE AND METAL.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED NOV. 8, 1904.

372,655. DOOR CEHCK. C. M. Cashin, Boston, Mass.
372,677. FISHING HOOK AND LINE. F. Hubbard, Berlin, Conn.
372,686. FISHING HOOK ATTACHMENT. M. Lester, Inavale, Neb.
372,787. SHEET METAL ROOFING PLATE. C. B. Cooper, New York, N. Y.
372,789. SAFETY LOCK FOR GAS BURNERS. F. R. Drinkhouse and E. Ziesche, San Francisco, Cal.
372,869. WICK. J. F. Seery, Brooklyn, N. Y.
372,886. SCISSORS SHARPENER. I. A. Abbot, Denver, Colo.

PATENTS ISSUED NOV. 8, 1904.

774,201. CATCH BASIN FOR SINK OUTLETS. H. Robischon, Utica, N. Y.
774,206. SASH FASTENER. C. G. Seaman, Spokane, Wash.
774,227. WINDOW CLEANER. A. J. Beaver, New Kensington, Pa.
774,257. SAFETY DEVICE FOR RAZORS. A. J. H. Lefebvre, Montreal, Canada.
774,338. DOOR HANGER. T. C. Prouty, Albion, Mich.
774,351. ATTACHMENT FOR SCREEN DOORS. O. J. Coppins, Hobart, Ind.
774,702. WEATHER STRIP. J. E. Scott, Louisville, Ky.

PATENTS EXPIRED NOVEMBER 15, 1904.

373,056. TUBULAR LANTERN. F. Dietz, New York, N. Y.
373,143. FASTENER FOR MEETING RAILS OR SASHES. J. T. Lister, Cleveland, Ohio.
373,169. SIGNAL LAMP. R. J. Armour, New York, N. Y.
373,197. FOUNTAIN SCRUBBING BRUSH. W. N. Rowe, Washington, D. C.
373,265. STAPLE DRIVER. W. W. Bloodworth, Molino, Fla.
373,360. DOOR SPRING. W. Gilfillan, New Haven, Conn.
373,395. SAFETY RAZOR. H. G. Fiske, Springfield, Mass.

PATENTS ISSUED NOVEMBER 15, 1904.

774,739. ANTIDRIP PITCHER. M. S. Cross, Denver, Colo.
774,878. HINGE. W. K. Henry, New Britain, Conn.
774,919. OPERATING MEANS FOR PUMPS. C. F. Mayer, Millersville, Pa.
774,994. DUST PAN. J. W. Snedeker, Adrian, Mich.
775,092. FLOORING CLAMP. A. F. Rosier, West Granby, Conn.
775,102. EGG BEATER. W. J. Dudley, Bangor, Me.
775,134. RAZOR. K. C. Gillette, Brookline, Mass.
775,184. TOWEL RACK. H. P. Kochsmeier, Freeport, Ill.
775,186. WINDOW OR DOOR FASTENER. C. D. Lovelace, Omaha, Neb.
775,202. CAN TOP. C. C. Woods, Easton, Pa.

CHANGE IN BRITISH PATENT LAW.

American investors who intend taking out patents in Great Britain, says United States Consul Mahin, Nottingham, England, will be interested in the following act of Parliament, which takes effect January 1, 1905, and which changes certain provisions of the existing patent law:

Where an application for a patent has been made, and a complete specification has been deposited by the applicant, the examiner shall, in addition to the inquiries which he is directed to make by the patents, designs, and trade marks act of 1883, make investigation for the purpose of ascertaining whether the invention claimed has been wholly or in part claimed or described in any specification (other than a provisional spceification not followed by a complete specification) published before the date of the application and deposited pursuant to any application for a patent made in the United Kingdom within fifty years before the date of the application.

If as the result of this official search it appears that the invention sought to be patented has been wholly or in part claimed or described in any such specification the applicant will be informed, and will have the opportunity of amending his specification so as to confine it to so much of his supposed invention as he may desire to patent in view of the specification to which his attention has been called by the comptroller of patents.

The sections of the patents, designs, and trade marks act which regulate the time for depositing a complete specification shall have effect as if references therein to the period of nine months were references to the period of six months.

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"I played poker with a doctor last night, but I'll never do it again."

"Why not?"

"After the game he presented me a bill for twenty dollars—two dollars for each time I had called him."

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NEW GOODS AND SPECIALTIES.

COMMON SENSE WINDOW CLEANER.

The F. H. Smith Mfg. Co., 18 West Randolph Street, Chicago, Ill., are introducing to the Hardware trade the "Common Sense" Adjustable Window Cleaner which we illustrate. A coiled spring

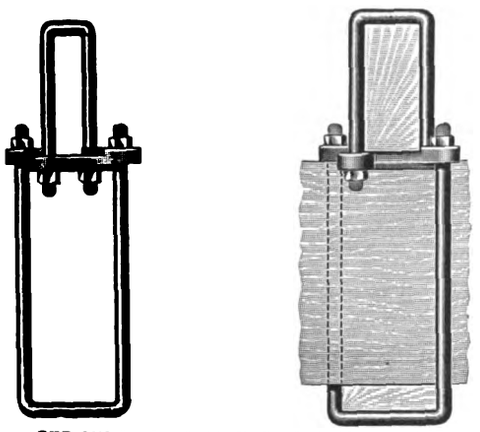


COMMON SENSE WINDOW CLEANER.

near the end of handle keeps the cleaner in the correct position for the wiping of windows. In the rubber window cleaner having the ordinary stationary handle, the operator is unable to keep the rubber against the full depth of a deep window. The adjustable feature in this device permits of a thoroughly clean wiping of the window glass from top to bottom. When worn out, the rubber can easily and inexpensively be replaced, and the life of the cleaner is prolonged by reason of its yielding pressure.

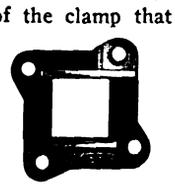
THE MYERS HAY RACK CLAMP OR BRACKET.

F. E. Myers & Bro., Ashland, Ohio, are placing upon the market through the Hardware and Implement trade the Myers Hay Rack Clamp, or Bracket, of which we present illustrations. They are furnished complete in sets of eight clamps, making a complete outfit, and all the attachments that are necessary to enable a farmer to build his own hay rack without boring a hole in any of the timbers. The clamps are made with a metallic plate placed between the main sill and the cross beam. This plate is fitted



THE MYERS HAY RACK CLAMP OR BRACKET.

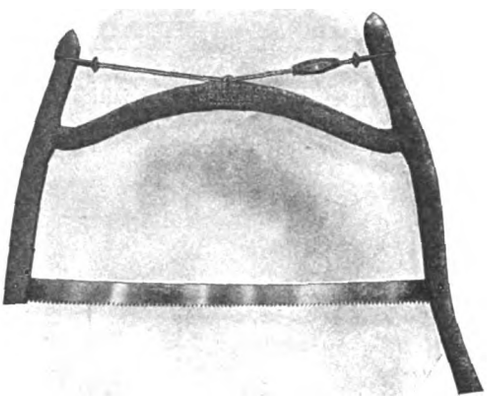
with heavy flanges that support the sill and cross beam on each side, holding them firmly in position. The clamps are made of wrought steel, 7-16 inch in diameter. The manufacturers claim the whole makes the strongest and most complete outfit ever offered for the purpose. Some of the many special advantages that may be mentioned are: the main sills are clamped to the lower cross the independent of the clamp that holds the cross beam



above the sill. The upper cross beam is also attached directly to the intermediate plate. The advantage of this arrangement is that either beam or main sill can be removed or tightened independent of the other. By this arrangement there are no long bolt ends exposed either above or below the beams of the hay rack. They are made in two sizes, No. 1—14 inch and No. 2—16 inch, eight clamps in a set. They are packed one set complete in a wooden box.

A NEW AND IMPROVED BUCK SAW.

The Simonds Manufacturing Company, Fitchburg, Mass., are introducing through the Hardware trade a new and original Buck Saw, of which we present an illustration, and on which they recently obtained a patent. The method of setting the cross

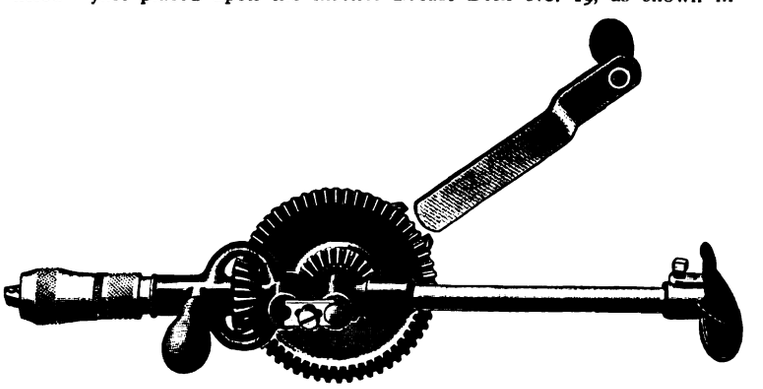


SIMONDS IMPROVED BUCK SAW.

bar in the frame forms one of the novel features of this saw; the bearing being on an arc to insure a perfect bearing surface when the roc is tightened by means of the turn-buckle. It is important to have a rigid saw blade in a perfect Buck Saw, and this method makes it easy of accomplishment. This blade is furnished in 30 and 32 inch lengths.

BREAST DRILL NO. 19.

Millers Falls Company, 28 Warren Street, New York, has just placed upon the market Breast Drill No. 19, as shown in

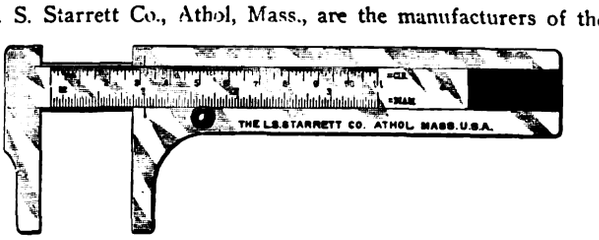


BREAST DRILL GAUGE NO. 19.

the accompanying illustration. The No. 19 has ball bearings and alligator jaws. The drive wheel is five inches in diameter and the gearing is changeable from even to a speed of three to one. The crank is adjustable, there being a possible vibration in crank of 3½ inches. The stock and chuck are polished, the hub casting painted black, and the gear and breast plate are aluminized.

SLIDE RULE CALIPER AND CIRCUMFERENCE GAUGE No. 424.

L. S. Starrett Co., Athol, Mass., are the manufacturers of the



SLIDE RULE CALIPER AND CIRCUMFERENCE GAUGE NO. 424.

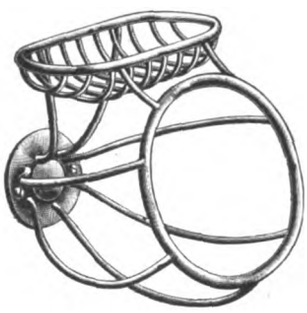
Slide Rule Caliper and Circumference Gauge, shown in the accompanying illustration. This gauge has a double function—be-

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ing graduated to read the circumference as well as the diameter of the thing measured, the relation of circumference to diameter being shown by the graduations on upper corners of the rule (capacity 3½ inches, about 11 inches circumference). It was originally designed for rope or cordage manufacturers. It makes a first-class slide rule caliper of large scope, opening 3½ inches. The jaws, being 1 5-16 inches deep, will caliper a cylinder up to 2½ inches in diameter. The rule is graduated in 32ds of an inch standard and 16ths of an inch circumference measure. All corners of the tool are rounded smooth to make it fit to carry in the pocket and agreeable to handle. The circumference measure will assist in calculating how many feet a minute the cutting tool in a lathe is doing on any diameter within the scope of the gauge and so help determine whether the tools should have a faster or slower speed.

SPONGE AND SOAP HOLDER.

Searls Manufacturing Company, Newark, N. J., has added to an already diversified line of bathroom specialties the combination sponge and soap holder here illustrated, which is useful and attractive and one which will meet with a ready sale. It

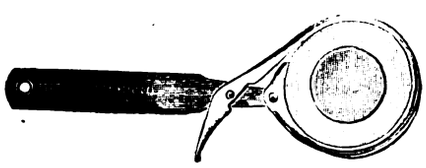


SPONGE AND SOAP HOLDER.

is made of brass wire, polished and nickel plated, and is designed for use against a wall or wainscoting to which it may be fastened. The sponge holder is 6 inches deep and 5½ inches in diameter, the soap holder, placed above it, 5½x3 inches.

BERTHOUD FRUIT JAR WRENCH.

R. J. Berthoud, Swanton, Ohio, is placing upon the market a Fruit Jar Wrench that he has invented, and which we illustrate, that is at once inexpensive, simple and thoroughly practical.



BERTHOUD FRUIT JAR WRENCH.

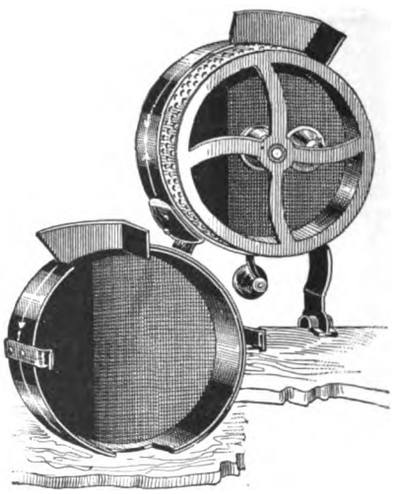
There are a large number of Fruit Jar Wrenches on the market, good, bad and indifferent; the better wrenches have been more or



less complicated and expensive, but the Berthoud Wrench is instantly adjustable to any standard fruit jar top. It has a grip that becomes tighter with increased pressure, it positively cannot slip, the tightest tops are instantly loosened without effort, and as easily tightened. The wrench is simple in construction, no parts to break or get out of order, and can be confidently recommended to the trade. Wrenches are nicely finished and japanned, packed one dozen in a box.

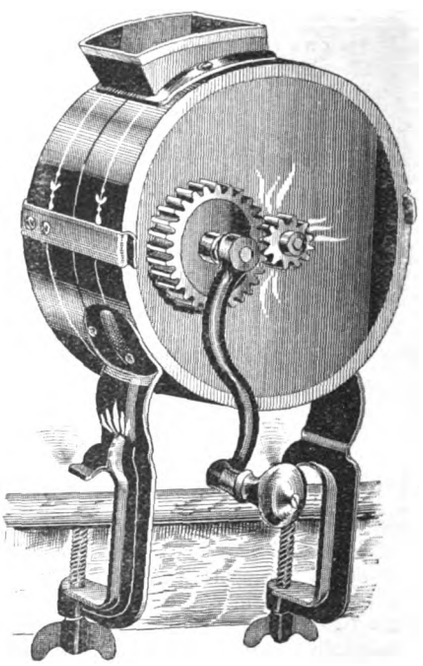
SCHROETER HORSE RADISH GRATER.

Schroeter Brothers Hardware Co., 811 North Fourth Street, St. Louis, Mo., are offering the trade the Schroeter Horse Radish Grater of which we give two illustrations. It is so constructed that the grating drum can be removed to permit its



TAKEN APART FOR CLEANING.

thorough cleaning. All parts are interchangeable and can be replaced if necessary at small cost. The machine can be taken apart and cleaned in one minute. The process of grating is rapid; a stalk of horse radish can be grated in one and one half minutes, in grating it is reduced to a flaky substance which pre-



SCHROETER HORSE RADISH GRATER.

sents a more desirable appearance than when it is stringy or lumpy. The grater will also grate potatoes, cocoanut and other foods. The machine is 12½ inches over all, 8 inches wide and 3 inches deep. The drawer is 6¼ inches in diameter and 3¼ inches wide. The weight is 12¼ pounds, and boxed for shipment 15 pounds. Each machine is packed in a neat wood box for shipment.

A Foxy Roaster.

Mistress—I hope you are not thinking of getting married, Bridget?

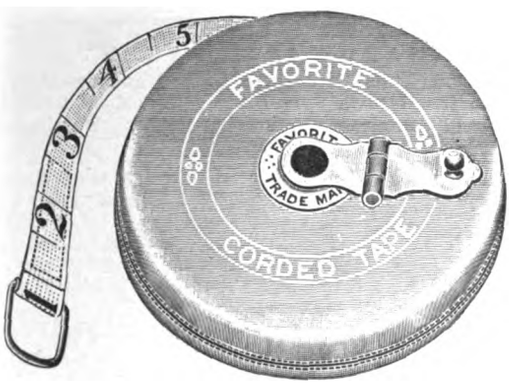
Cook—Oh, no mum! Oi prefer to shtay roight here an' hov a home av me own.—*Judge.*

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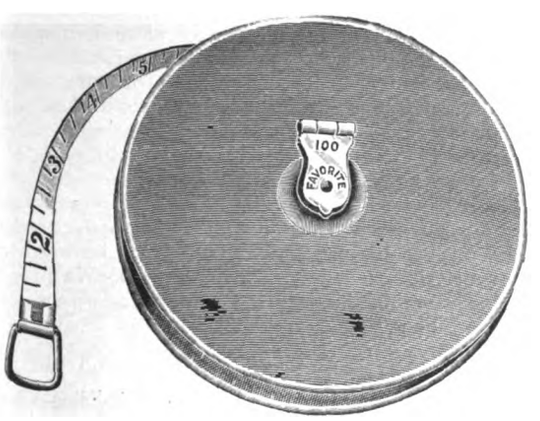
A NEW LINE OF MEASURING TAPES.

Keuffel & Esser Co., New York, one of the American pioneers in manufacturing finer grades of steel and metallic measuring tapes, have just issued a Supplementary List of a new line of low-priced tapes, which particularly interests the Hardware trade.

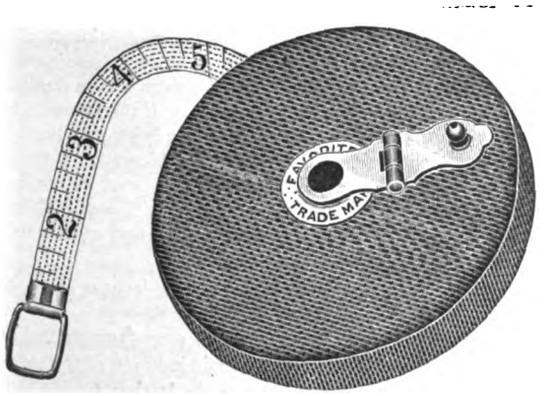
These tapes, the "Favorite," include about 140 numbers, embracing cotton-line tapes in enameled steel case (ass skin,) pressed duck, pressed leather and sewed leather case, and uphold K. & E. Co.'s well known reputation for careful workmanship, even on low-priced goods.



Their complete line now consists of over 500 numbers, covering every possible requirement either in style or price.



The "Favorite" Tapes are well made and of neat appearance. The rim of the enameled steel cases is seamless, an improvement, which adds to the appearance and durability of the case. The pressed duck case is waterproof, strong, durable, light



weight, and avoids the sharp edges of the patent leather case, with which it competes in price. As it is also of very neat appearance, it should be a ready seller.

The new pocket tapes, the "Tip Top Tapes," steel and linen, in lengths from 3 to 8 feet, spring winding, with center push pin, have strong nickel plated brass cases. They are popular priced tapes and will prove good sellers.

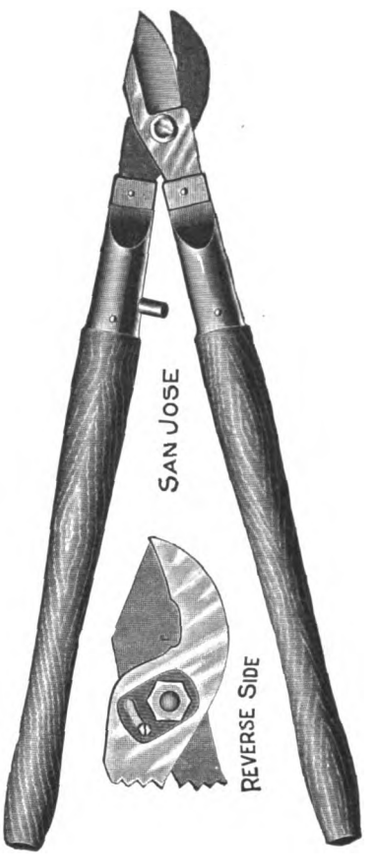
Dealers who do not receive a descriptive price list of Favorite and Tip Top Tapes in their mail, can obtain it by addressing



Keuffel & Esser Co., New York, whose advertisement will be found in its usual place in this issue.

A NEW PRUNING SHEAR.

We illustrate herewith the No. 110 Pruning Shear, manufactured by the Cronk & Carrier Manufacturing Co., Elmira, New York. Some of the special features of this shear are its seam-



CRONK'S PRUNING SHEAR, NO. 110.

less steel ferrules, a notch hook to prevent the limb slipping out after blade starts to cut, and a stop to prevent the handles coming too close together. This shear also has a nut-locking device which prevents the shear from coming loose. The manner by which the handles are attached permits of their being easily removed and longer handles put in where occasion requires it. The manufactures of this shear guarantee that it will cut easier than any other shear on the market. Full particulars and discounts can be obtained by writing the manufacturers.

WOOD TURPENTINE.

"Wood turpentine," a somewhat inferior quality of spirits of turpentine, is now being manufactured in the Southern States, says the *Metal Worker*, by a new process from pine knots, roots, etc., which sources of supply have hitherto been allowed to go to waste in abandoned pine lands. The new industry is as yet only in the experimental stage, and is being watched with interest by dealers in naval stores, who hope that an article produced in this way may be made useful in the industrial arts, where cheaper grades are usable and where it is not necessary to use the high standard qualities of spirits of turpentine, which can be obtained only by distilling the pure gum of the pine tree.

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WELLS & NELLEGAR CO.

We have received from the above well-known concern the following communication, which explains itself, and which we take pleasure in spreading before our readers, in order to set them right on a matter in which they were unjustly accused:

"WHERE WE STAND."

We Do Not Sell Catalogue Houses.

Our attention has lately been drawn to some correspondence recently published by the National Retail Hardware Dealers' Bulletin of October, where an attempt was made to show that the Hardware house of Wells & Nellegar Co. was not serving the interests of the retail hardware trade of the country and that they were making a practice of selling catalogue houses and other competitors of the retail Hardware trade.

The facts are, that in August of this year we were honored by a visit from a committee composed of some of our distinguished Hardware competitors in the West, who made a request that we announce then and there that we would not sell goods to catalogue houses, and that we should print on our stationery, etc., that we were not selling catalogue houses, etc., etc., etc. We informed the committee that we were not now and never had been in favor of selling any competitor of the retail Hardware merchant, but thought a discussion of the matter through the trade papers and printing a notice on our stationery would advertise the catalogue houses more than anything else and would do more harm than good. Throughout the interview, however, we thought we could detect an implied threat that if we would not accede to the requests made, that we would regret it, and because of the feeling that we were to be driven to do a thing in a certain way, because some of our large competitors thought we should do it in that way, and because they wanted us to do it and not because it was right, we told them we preferred not to discuss the matter with them.

Ever since the occurrence referred to all sorts of unjust rumors have been spread about our company and the members of our company, not only with respect to the business that they say our company is doing with catalogue houses, but traveling salesmen from competitive houses have spread the most unfounded and unqualifiedly false reports, to the effect that Wells & Nellegar Co. could not continue to do business in Chicago, that their competitors had bought them out and that the price was agreed upon and the transfer was to be made at a certain date, giving the date and even the terms, etc., etc., etc.

Other reports were to the effect that Mr. Wells' and Mr. Nellegar's health had failed, that they were invalids, etc., etc.; that their line of steel goods, while cheaper and as good-looking as other goods, could not be sold by the retailer as well because they were not made by the Steel Goods Trust.

Now all the above reports are false. We are in such good health and good spirits that we do not even bear our competitors any ill-will, and we have so good a trade that we can afford to laugh at the efforts that have been made to belittle us in the eyes of our customers. We have never offered a dollar's worth of our stock for sale to a competitor. We have never offered our business for sale, but have associated with us at this time additional stockholders and additional capital and will enlarge our business, issue a new catalogue, send out additional salesmen and trust that our customers will not listen to the unjust insinuation of our competitors who seek to boycott us and ruin our business because we are growing too rapidly.

Now, as to catalogue houses, we are refusing to sell them and will not sell them, and we decline to sell them because it is to the interest of the retail trade and not because of some theory of a competitor. Two weeks ago a mercantile company of Kansas City came to us with an order for a large new stock of shelf Hardware They offered us cash for the goods. We learned that they issued a catalogue and declined the order. The bill promised to amount to ten times what we could sell to the average retailer in a year, but we refused it and would have refused it had it been offered to us in August or September and during those months we refused the business from a large number of other catalogue houses.

We believe that some of the large jobbers who seek prominence at this time in the war they have declared against catalogue houses are the very ones most to blame for the large trade in Hardware the catalogue houses enjoy. One of these same large jobbers informed us that he had sold in one year as much as $100,000 worth of Hardware to one catalogue house in Illinois alone. At that time the catalogue houses were willing to purchase from jobbers, but we are informed that at present the buyers for the catalogue houses are instructed not to purchase from jobbers, but to turn all their Hardware business into the hands of the manufacturers and this explains to our mind the change of heart of certain jobbers who cannot secure enough business now to make it pay and are commencing to cry "stop thief."

If it is wrong for them now, were they doing the right thing then, to foster and build up the Hardware business of catalogue houses for years and years and now try to divert attention from themselves by endeavoring to draw unjust criticism to others?

Our contention is that the practice was wrong then, the damage was done then and the practice ought not to have been followed then or now. Our aim is and has been to seek as an outlet for our goods the legitimate Hardware trade. To give them good goods at low prices, to try and appreciate the large business that has come to us, and all we ask is for a fair show and we will get so much of the trade that it will keep our competitors busy complaining. WELLS & NELLEGAR CO.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

QUESTION: A manufacturer of circular saws manufactured and forwarded at my order one of his saws. After trying the saw for a short time, it was found to be soft and worthless. I returned it and the manufacturer retempered it and again forwarded it to me, when I found that it was still utterly worthless by reason of the softness of its steel. Am I liable to pay for the saw?

REPLY: We think you are not liable for the price of the saw. It is certainly the general rule of law that in the absence of an expressed representation or warranty by the seller, the buyer purchases at his own risk, and there is no implied warranty of the quality or condition of goods supplied under a contract of sale. This rule is expressed in the maxim, "caveat emptor"—"let the buyer beware." There is an exception to this rule, however, in case of the sale of a chattel by the manufacturer. In such case the law implies an agreement or warranty on the part of the manufacturer that the article is of fair quality and has no secret defect arising out of the manner in which it is manufactured. The reason for this rule is that the law presumes that the manufacturer has knowledge of the process of manufacture; and honesty and fair dealing require that he should disclose to the buyer what is presumably within his own knowledge. The rule in such cases is this: A manufacturer who sells goods of his own manufacture impliedly warrants that they are free from any latent defect growing out of the process of manufacture, and is liable for any such defect not disclosed to the purchaser, due to the manner of manufacture, and if he knowingly uses improper materials, he is liable for that as well. We think that your case comes within this rule and you are consequently not bound to pay anything.

Landlord's Liability to Tenant.

QUESTION: Some time ago I rented a building which I still occupy under my lease. Within the last few months my landlord's neighbor built a large building next to the one which I occupy, and as a result my landlord's building has settled to such an extent that the Building Department in New York City has condemned the building as unsafe and has given my landlord orders to make repairs or tear down the building. The landlord has made certain repairs and has damaged some of my goods. Can I sue the landlord for damages to my business caused by his making these repairs?

REPLY: It has been held that a tenant is not entitled to damages for an entry by the landlord upon the requirements of the Building Department for the purpose of making repairs necessary to place the building in a condition of safety, where due care is taken to avoid interference with the business of the tenant. On the facts as you have stated them we would advise you that you cannot recover damages from the landlord. However, a personal interview with your lawyer might develop a new feature in your case which would allow you to recover. We would, therefore, suggest that you consult a lawyer upon this matter personally, stating all the details in the matter to him.

An "M" Brace.

Kitty—Tom didn't remove his arm from around my waist but once during the whole evening.

Katie—What made him remove it then?

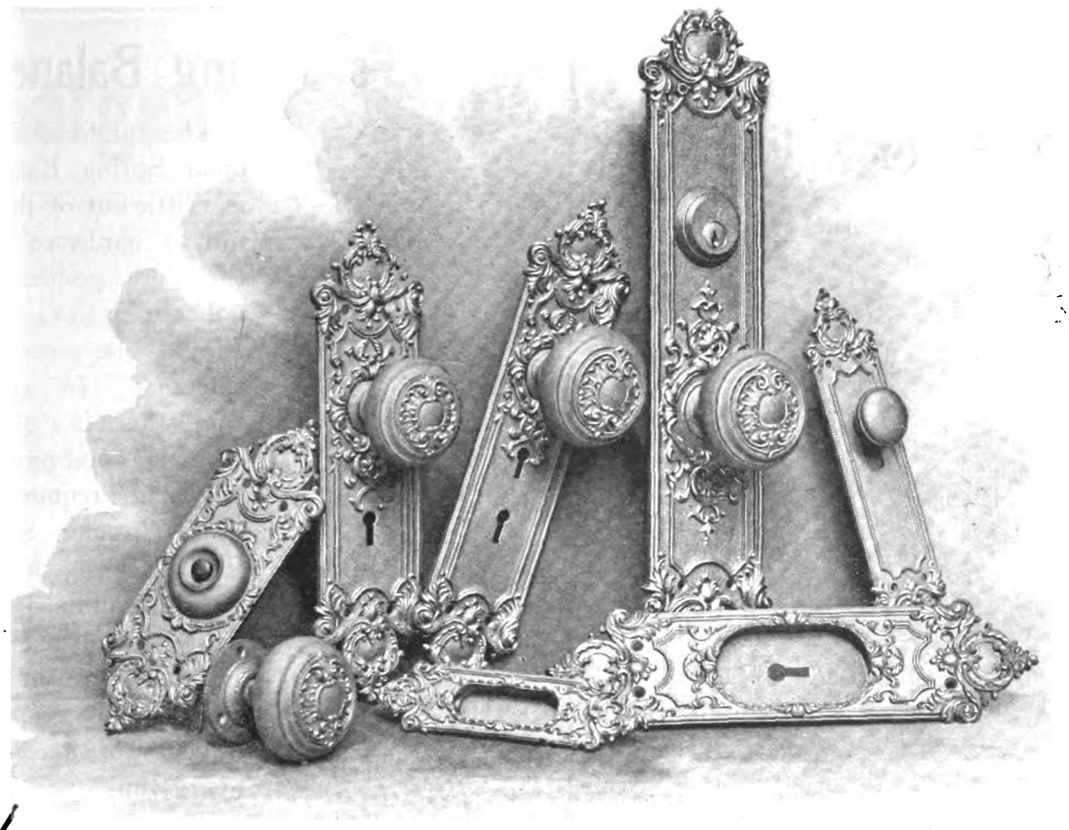
Kitty—He had to go home some time, didn't he?

*

"Won't you be glad, Tommny, when your baby brother is as big as you are now?" asked the caller.

"You bet I will," replied Tommny; "then he'll be licked fur some o' the things that I git licked fur now."—*Philadelphia Press.*

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YGRANDE DESIGN (LOUIS XIV). SARGENT'S ARTISTIC HARDWARE.

Educate your customers---those who are erecting homes and other buildings in your neighborhood---to the use of better hardware. A fine house should be fitted with fine hardware; cheap goods are out of place in an elegant dwelling.

It will give you a larger profit and your customers will be better satisfied if they trim their buildings with

Sargent's Artistic Hardware and Easy Spring Locks

than if substitute goods said to be "as good" are used.

We have a complete line of Locks suitable for all classes of work and a variety of Designs to harmonize with all schools of architecture.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chicago

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Everybody is now building, or will be soon,

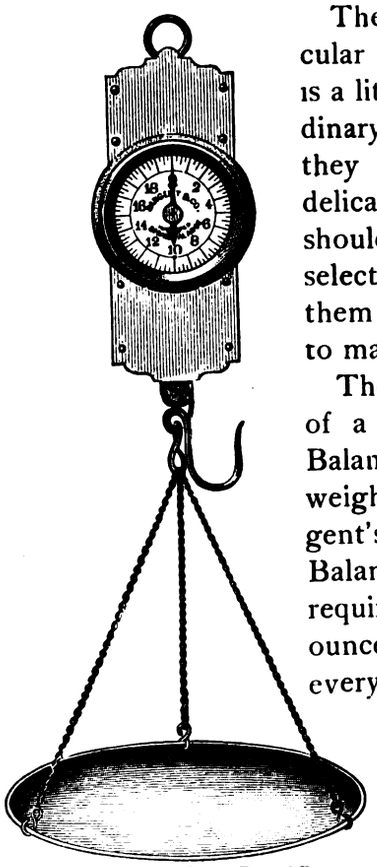


and there will be much use for builder's hardware. To make sure of your share of the profits sow the seed now by distributing among prospective builders in your neighborhood the attractive, business-bringing printed matter we will furnish to advertise **Sargent's Artistic Hardware and Easy Spring Locks.** Every building fitted with these goods means a satisfied builder—your pleased customer, if you furnish the goods.

Our Store Door Handle Line

is complete, embracing a great variety of patterns. Both plain and ornamental goods are represented. Bit Key Locks, Flat Key Locks and Cylinder Locks are all used.

Sargent's Spring Balances.



White Enameled Front, Round Pan.

The purchase of Circular Spring Balances is a little out of the ordinary hardware line; they are goods with delicate parts and should be carefully selected. In selling them there is a chance to make good profit.

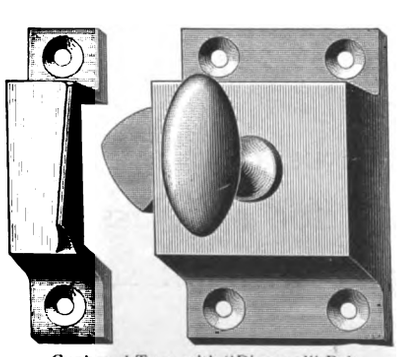
The first requirement of a Circular Spring Balance is that it shall weigh accurately. Sargent's Circular Spring Balances answers this requirement – sixteen ounces to the pound every time.

Again the balance must be strong in its construction so that it will withstand the wear and tear of almost continuous use. Sargent's Balances fill the bill in this respect—they are strong and durable.

Finish goes a long way in these goods and the finish of our balances is first class; they are made in a variety of styles, with brass front and enameled front, round pan and square pan. All are warranted.

We make also Pocket, Round and Straight Balances in various styles, also Scale Beams.

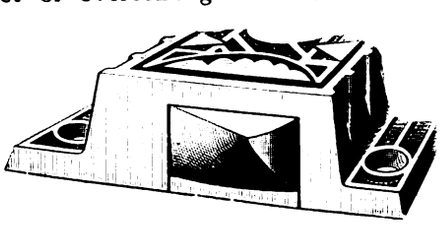
Sargent's "Diamond" No-Friction Latch Bolt



Cupboard Turn with "Diamond" Bolt.

is applied to many of our Cupboard Turns, Cupboard Catches, French Window Catches and Screen Door Catches. The peculiar construction of this Patent Latch Bolt, together with its Strike Plate or Nosing, has the effect of overcoming friction, thus enabling the catch to act quickly and to close with remarkable ease.

These goods should be carried by all first-class hardware dealers; the advantages will be appreciated by those who use them.



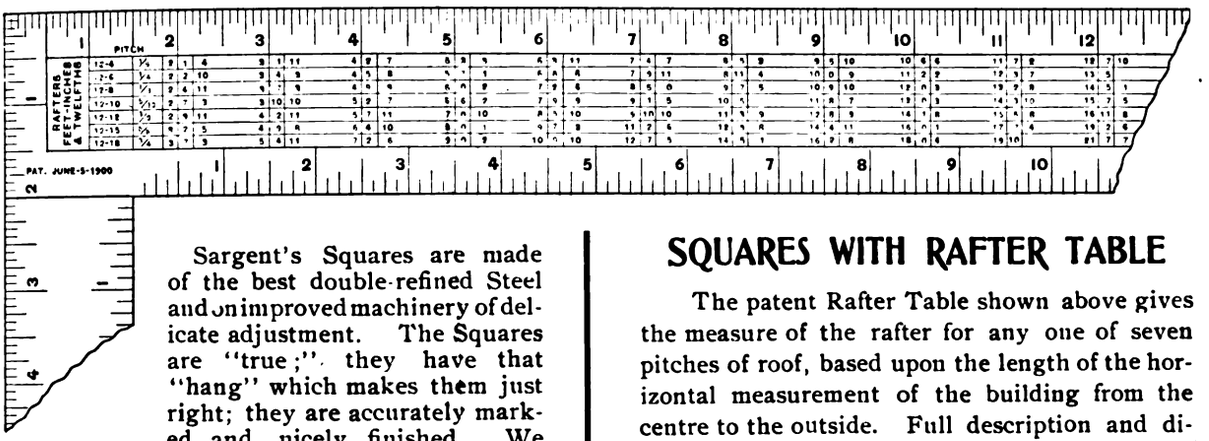
Front View of "Diamond" Bolt. Pat. June 21, 1892.

SARGENT & COMPANY, MANUFACTURERS

New Haven, Conn. New York Philadelphia Boston Chicago

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Sargent's Standard Steel Squares



Sargent's Squares are made of the best double-refined Steel and on improved machinery of delicate adjustment. The Squares are "true;" they have that "hang" which makes them just right; they are accurately marked and nicely finished. We make Squares for all purposes and with different markings and labor-saving tables and scales, finished in polished steel, nickel plated and royal copper, also blued steel with white and with yellow enameled figures.

Our Squares are well known and have a good reputation among practical men. You should sell them.

SQUARES WITH RAFTER TABLE

The patent Rafter Table shown above gives the measure of the rafter for any one of seven pitches of roof, based upon the length of the horizontal measurement of the building from the centre to the outside. Full description and directions for using the Rafter Table, as well as the other Tables and Scales with which our Squares are marked, may be found in our Square Booklet, a very useful pamphlet which is packed with each Square and which we also furnish to dealers for distribution to mechanics. Let us send you a copy; it will interest you.

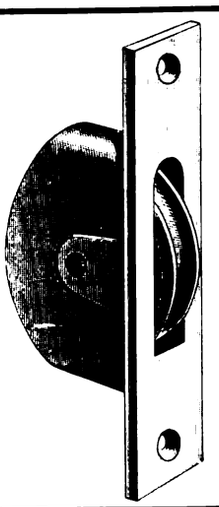
SARGENT'S CYLINDER LOCKS

you can depend upon.



They look well, work well and wear well. No better locks are made and you can stand back of every one with the assurance that it will work perfectly and do good service in actual use and give satisfaction to your customer who uses it. Sargent's Easy Spring makes easy-working locks. "Our Little Red Book" tells about it. Send for a copy.

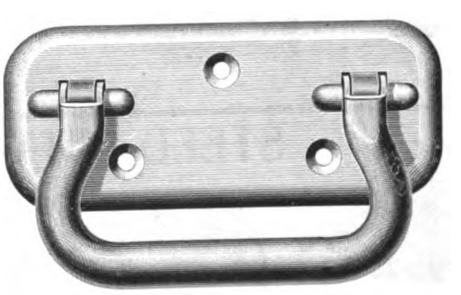
Noiseless Axle Pulleys



should be used for the best work in finishes to match the other hardware.

Our Axle Pulleys (No. 22 series) are made with Iron, Brass and Bronze Face, both Square and Round Corner. They have Iron and Brass Turned Wheels with grooves for Sash Cord, Ribbon and Chain, and are carefully made throughout. We furnish them in plain face and in all the finishes on Iron and Bronze Metal.

These Steel Chest Handles are new, but people like them and they are profitable goods for dealers.



We make three sizes in all the desirable finishes, and also have them ornamented and with different styles of plate. They are very strong. Send for a sample and prices.

SARGENT & COMPANY, MANUFACTURERS

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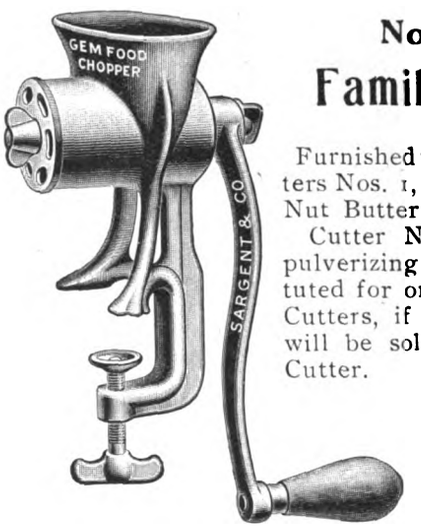
It is simply wonderful

the number of women who are responding to our advertising in the women's publications and showing a lively interest in Sargent's Gem Food Choppers. The Gem is wanted in thousands of kitchens and every live dealer should take advantage of our extensive advertising by displaying it and pushing it during these months when the demand is greatest. Notice our new No. 16; the Gem is now made in four sizes as shown below. If you are not posted send for our Descriptive-Suggestive Pamphlet which fully describes the Gem and suggests many methods to make and increase sales.



No. 16
The Little Gem

Furnished with Steel Cutters Nos. 1, 2 and 4. Also Nut Butter Cutter No. 5.



No. 20
Family Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4, also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing will be substituted for one of the other Cutters, if so ordered, or will be sold as an extra Cutter.



No. 22
Medium Size

Furnished with Steel Cutters Nos. 1, 2, 3 and 4. Also Nut Butter Cutter No. 5.

Cutter No. 0, for fine pulverizing, will be substituted for one of the other Cutters if so ordered.

Our sausage Stuffer attachment can be used with this Chopper.



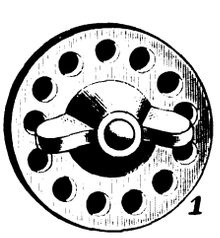
No. 24
Large Size

Furnished with Steel Cutters Nos. 0, 1, 2, 3 and 4.

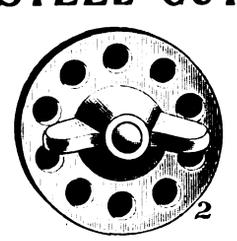
Nut Butter Cutter No. 5 will be substituted for one of the other Cutters if so ordered.

Our Sausage Stuffer attachment can be used with this Chopper.

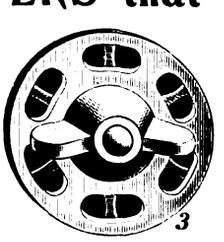
STEEL CUTTERS that cannot break



No. 1. For Pulverizing.



No. 2. Fine.



No. 3. Medium.



No. 4. Coarse.



No. 5. For Nut Butter.

SARGENT & COMPANY, Manufacturers

New Haven, Conn. New York Philadelphia Boston Chicago

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THE NATIONAL HARDWARE ASSOCIATION

TENTH ANNUAL CONVENTION.

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FIRST VICE-PRESIDENT.

John C Koch, John Pritzlaff Hardware Co., Milwaukee.

SECOND VICE-PRESIDENT.

Brace Hayden, Dunham, Carrigan & Hayden Co., San Francisco.

SECRETARY-TREASURE.

SECRETARY-TREASURER.

T. James Fernley, Philadelphia.

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R. M. Dudley, Gray-Dudley Hardware Co., Nashville.
W. S. Wright, Wright & Wilhelmy Co., Omaha.
J. D. Moore, Moore & Handley Hardware Co., Birmingham.
Frederick Barker, Barker-Rose & Clinton Co., Elmira.

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H. H. Bishop, McIntosh Hardware Corporation, Cleveland.
John R. Griffith, Shields & Bro., Philadelphia, Pa.
Hobart Weed, Weed & Co., Buffalo, N. Y.

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Wm. R. Wheeler, Holbrook-Merrill-Stetson, San Francisco, Cal.
George Tritch, Jr., Geo. Tritch Hardware Co., Denver, Colo.
H. L. Doten, Austin & Doten, Boston, Mass.
A. D. Clinch, Underhill, Clinch & Co., New York City, N. Y.
George E. King, King Hardware Co., Atlanta, Ga.
W. M. Glass, Lee-Glass-Andreesen Hardware Co., Omaha, Neb.

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H. J. Morton, Pacific Hardware & Steel Co., San Francisco, Cal.
Col. P. P. Beals, Beals & Co., Buffalo, N. Y.
Major T. G. Walther, Hackett-Walther-Gates Hardware Co., St. Paul, Minn.
Gen C. Whitney Tillinghast, J. M. Warren & Co., Troy, N. Y.

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HOTEL RUDOLF, ATLANTIC CITY, N. J.

John Bindley, Bindley Hardware Co., Pittsburgh.
R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul.

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Col. B. F. Eshleman Stauffer-Eshleman & Co., New Orleans, La.
George B. Logan, Logan-Gregg Hardware Co., Pittsburgh, Pa.
J. P. Balderston, W. F. Potts, Sons & Co., Philadelphia, Pa.
J. G. Bauer, W. A. L. Thompson Hardware Co., Topeka, Kansas.

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J. W. Black, Burhans & Black Co., Syracuse, N. Y.
A. J. Bihler, J. C. Lindsay Hardware Co., Pittsburgh, Pa.
G. W. Robertson, Corbett-Failing Robertson, Portland, Ore.
John Donnan, W. S. Donnan Hardware Co., Richmond, Va.
Felix Bahlmann, Kruse & Bahlmann, Cincinnati, Ohio.

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James S. Bonbright, Supplee Hardware Co., Philadelphia, Pa.
Wm. C. Peters, James M. Vance Co., Philadelphia, Pa.
S. Spencer Scott, Seltzer-Klahr Hardware Co., Philadelphia, Pa.
C. F. Bragg, N. H. Bragg & Son, Bangor, Me.
E. J. Lloyd, Bindley Hardware Co., Pittsburgh, Pa.
F. W. Hurty, Farwell, Ozmun, Kirk Co., St. Paul, Minn.
Charles H. Ireland, Odell Hardware Co., Greensboro, N. C.
J. A. Warner, Wyeth Hardware & Manufacturing Co., St. Joseph, Mo.
Griff D. Palmer, Weaver, Palmer & Richmond, Rochester, N. Y.

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Wm. T. Gummey, Gummey, McFarland & Co., Philadelphia, Pa..
Col. Jno. Conover, Richards & Conover Hardware Co., Kansas City, Mo.
J. P. Townley, Townley Hardware Co., Kansas City, Mo.
H. W. Waite, Waite, Ranlet & Co., Boston, Mass.
H. H. Rudd, Geo. Worthington Co., Cleveland, Ohio.
C. W. Wells, C. Sidney Shepard & Co., Chicago, Ill.

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Geo. W. Herrick, Herrick Co., Boston, Mass.
J. B. Silliman, Bilsh Mize & Silliman Hardware Co., Atchison, Kan.
D. P. Patenaude, A. M. Holter Hardware Co., Helena, Montana.
A. B. Palmer, Palmer Hardware Co., Savannah, Ga.
Hon. C. B. Lockwood, Lockwood-Taylor Hardware Co., Cleveland, Ohio.
O. B. Barker, Barker & Jennings Hardware Co., Lynchburg, Va.

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ALABAMA.

Wimberly & Thomas Hardware Co. . . . . Birmingham
Moore & Handley Hardware Co. . . . . Birmingham
Barney-Cavanaugh Hardware Co. . . . . Mobile
Cunningham Hardware Co. . . . . Mobile
Teague & Sons Hardware Co. . . . . Montgomery
Gray & Dudley Hardware Co. . . . . Birmingham

ARKANSAS.

Fones Brothers Hardware Co . . . . . Little Rock
Speer Hardware Co. . . . . Fort Smith

CALIFORNIA.

Dunham, Carrigan & Hayden Co. . . . . San Francisco
Pacific Hardware and Steel Co. . . . . San Francisco
Baker & Hamilton . . . . . San Francisco
Holbrook, Merrill & Stetson . . . . . San Francisco
W. W. Montague & Co. . . . . San Francisco
Harper & Reynolds . . . . . Los Angeles
Union Hardware & Metal Co. . . . . Los Angeles
The Schaw-Batcher Co. . . . . Sacramento

COLORADO.

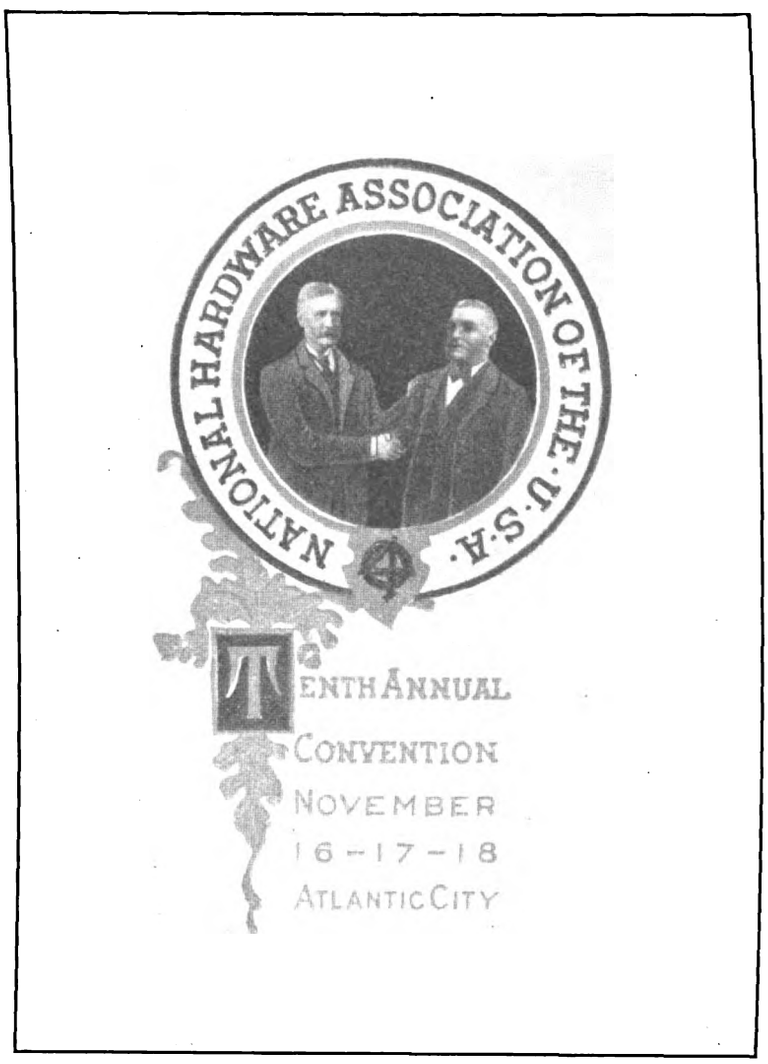
The George Tritch Hardware Co. . . . . Denver
Pogue, Miller & Co. . . . . Evansville

IOWA.

The Empkie Shugart-Hild Co. . . . . Council Bluffs
Schreiber Conchar & Westphal Co. . . . . Dubuque
A. Tredway & Sons' Hardware Co. . . . . Dubuque
Knapp & Spencer Co. . . . . Sioux City
Baker Hardware Co. . . . . Sioux City
Drake Hardware Co. . . . . Burlington
Charles F. Schmidt Hardware Co. . . . . Burlington
Sickels, Preston & Nutting . . . . . Davenport
Brown-Hurley Hardware Co. . . . . Des Moines
Luthe Hardware Co. . . . . Des Moines
Huber & Kalbach Co. . . . . Oskaloosa
Cutler Hardware Co. . . . . Waterloo

KANSAS.

J. W. Crancer & Co . . . . . Leavenworth
W. A. L. Thompson Hardware Co. . . . . Topeka
Hockaday Hardware Co. . . . . Wichita
A. J. Harwi Hardware Co. . . . . Atchison
Bilsh, Mize & Silliman Hardware Co. . . . . Atchison
Lee Hardware Co. . . . . Salina



KENTUCKY.

Robinson Brothers & Co. . . . . Louisville
Stratton & Terstegge . . . . . Louisville

LOUISIANA.

Stauffer, Eshleman & Co. . . . . New Orleans
Woodward, Wight & Co. . . . . New Orleans

MAINE.

The Emery Waterhouse Co. . . . . Portland
Edwards & Walker Co. . . . . Portland
N. H. Bragg & Son . . . . . Bangor

MARYLAND.

Carlin & Fulton . . . . . Baltimore
E. L. Parker & Co. . . . . Baltimore

MASSACHUSETTS.

Bigelow & Dowse Co. . . . . Boston
Frye, Phipps & Co. . . . . Boston
Baldwin, Robbins Co. . . . . Boston
Brown Wales Co. . . . . Boston
Joseph Breck & Sons' Corporation . . . . . Boston
Dana Hardware Co. . . . . Boston
Fitz, Dana & Co. . . . . Boston
Richards & Co. . . . . Boston
Austin & Doten . . . . . Boston
The Arthur C. Harvey & Co. . . . . Boston
Waite, Ranlet & Co. . . . . Boston
Geo. F. Blake, Jr., & Co. . . . . Worcester

MICHIGAN.

Fletcher Hardware Co. . . . . Detroit
Standart Brothers . . . . . Detroit
Freeman, Delamater & Co. . . . . Detroit
Buhl Sons & Co. . . . . Detroit
Morley Brothers . . . . . Saginaw
Foster, Stevens & Co. . . . . Grand Rapids
Clark, Rutka-Waiver Co. . . . . Grand Rapids

MISSISSIPPI.

Lee Richardson Co. . . . . Vicksburg

MINNESOTA.

Marshall-Wells Hardware Co. . . . . Duluth
Hackett, Walther & Gates Hardware Co. . . . . St. Paul
Farwell, Ozmun Kirk & Co. . . . . St. Paul
R. D. Cone Co. . . . . Winona

MISSOURI.

Wyeth Hardware & Mfg. Co. . . . . St. Joseph
The Witte Hardware Co. . . . . St. Louis
Richards & Conover Hardware Co . . . . Kansas City
Townley Metal Co. . . . . Kansas City
Rogers & Baldwin Hardware Co. . . . . Springfield
McGregor-Noe Hardware Co. . . . . Springfield
Norvell-Shapleigh Hardware Co . . . . . St. Louis

MONTANA.

A. M. Holter Hardware Co. . . . . Helena
Missoula Mercantile Co. . . . . Missoula

NEBRASKA.

Wright & Wilhelmy Co. . . . . Omaha
Lee-Glass-Andreesen Hardware Co. . . . . Omaha

NEW HAMPSHIRE.

John V. Varick Co. . . . . Manchester

NEW YORK.

Treman King & Co. . . . . Ithaca
Albany Hardware & Iron Co. . . . . Albany
Weed & Co. . . . . Buffalo
Sidney Shepard & Co. . . . . Buffalo
Beals & Company . . . . . Buffalo
Barker, Rose & Clinton Co. . . . . Elmira
Irving D. Booth . . . . . Elmira
Russell & Erwin Mfg. Co. . . . . New York City
Sickels & Nutting Co. . . . . New York City
Underhill, Clinch & Co. . . . . New York City
Sargent & Company . . . . . New York City
Mathews & Boucher . . . . . Rochester
Weaver, Palmer & Richmond . . . . . Rochester
Burhans & Black Co. . . . . Syracuse
Wright-Dana Hardware Co. . . . . Utica

CONNECTICUT.

C. S. Mersick & Co. . . . . New Haven
Bronson & Townsend . . . . . New Haven

DISTRICT OF COLUMBIA.

F. P. May & Co. . . . . Washington

FLORIDA.

S. B. Hubbard Company . . . . . Jacksonville
Knight & Wall Co. . . . . Tampa

GEORGIA.

King Hardware Co. . . . . Atlanta
Dinkins & Davidson . . . . . Atlanta
Palmer Hardware Co. . . . . Savannah
Edward Lovell's Sons . . . . . Savannah
J. D. Weed & Co. . . . . Savannah

ILLINOIS.

C. Sidney Shepard Co. . . . . Chicago
Trout Hardware Co. . . . . Chicago
Clark, Quien & Morse . . . . . Peoria
Isaac Walker Hardware Co. . . . . Peoria
Tenk Hardware Co. . . . . Quincy
Morehouse & Wells Co. . . . . Decatur

INDIANA.

Van Camp Hardware & Iron Co. . . . . Indianapolis
Boetticher, Kellog & Co. . . . . Evansville

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Charles Miller & Sons Co. . . . . Utica
J. M. Warren & Co. . . . . Troy
Babcock, Hinds & Underwood . . . . . Binghamton
Buffalo Wholesale Hardware Co. . . . . Buffalo
Roberts Hardware Co. . . . . Utica
Holbrook, Merrill Stetson . . . . . New York City

NORTH CAROLINA.

Odell Hardware Co. . . . . Greensboro

OHIO.

The McIntosh-Huntington Co. . . . . Cleveland
The George Worthington Co. . . . . Cleveland
The Lockwood-Taylor Hardware Co. . . . . Cleveland
H. W. Leutkemeyer & Sons . . . . . Cleveland
Kruse Hardware Co. . . . . Cincinnati
The Kruse & Bahlmann Hardware Co. . . . . Cincinnati
The Smith Brothers Hardware Co. . . . . Columbus
Bostwick, Braun & Co. . . . . Toledo
The Stollberg & Clapp Co. . . . . Toledo
Canton Hardware Co. . . . . Canton
Columbus Hardware Co . . . . . Columbus

OKLAHOMA.

Armstrong Hardware Co. . . . . Oklahoma City

TEXAS.

F. W. Heitman & Co. . . . . Houston
Maroney Hardware Co. . . . . Dallas
Wm. Henry & R. E. Bell Hardware Co. . . . . Fort Worth
Bering & Cortes Hardware Co. . . . . Houston
Peden Iron & Steel Co. . . . . Houston
Ed. A. Hughes & Co. . . . . Abilene
Nash Hardware Co. . . . . Fort Worth

VIRGINIA.

Barker-Jennings Hardware Co. . . . . Lynchburg
The W. S. Dounan Hardware Co. . . . . Richmond
Watkins-Cottrell Co. . . . . Richmond

WASHINGTON.

Holley, Mason, Marks & Co . . . . . Spokane
Seattle Hardware Co. . . . . Seattle
Schwabacher Hardware Co. . . . . Seattle

WEST VIRGINIA.

Ott-Heiskell Hardware Co. . . . . Wheeling

WISCONSIN.

John Pritzlaff Hardware Co. . . . . Milwaukee
William Frankfurth Hardware Co. . . . . Milwaukee
Frederick Kroner Hardware Co. . . . . La Crosse
Gotfredson Brothers Hardware Co. . . . . Green Bay



SAMUEL A. BIGELOW,
PRESIDENT.



JOHN C. KOCH,
VICE-PRESIDENT.

OREGON.

Corbett, Failing & Robertson . . . . . Portland
Honeyman, DeHart & Co. . . . . Portland

PENNSYLVANIA.

Supplee Hardware Co. . . . . Philadelphia
Shields & Brothers. . . . . Philadelphia
Biddle Hardware Co. . . . . Philadelphia
W. H. & G. W. Allen . . . . . Philadelphia
Newlin-Knight Hardware Co. . . . . Philadelphia
James M. Vance & Co. . . . . Philadelphia
Seltzer-Klahr Hardware Co. . . . . Philadelphia
Merchant & Co. . . . . Philadelphia
W. F. Potts, Sons & Co. . . . . Philadelphia
Gummey, McFarland & Co. . . . . Philadelphia
Hall & Carpenter . . . . . Philadelphia
Riter Brothers & Co. . . . . Philadelphia
T. James Fernley . . . . . Philadelphia
Bindley Hardware Co. . . . . Pittsburg
Logan-Gregg Hardware Co. . . . . Pittsburg
James G. Lindsay Hardware Co. . . . . Pittsburg
Wolff, Lane & Co. . . . . Pittsburg
Lautner Hardware Co. . . . . Allegheny

RHODE ISLAND.

Congdon & Carpenter Co. . . . . Providence

SOUTH CAROLINA.

Marshall, Westcoat & Co. . . . . Charleston

TENNESSEE.

C. M. McClung & Co. . . . . Knoxville
Orgill Brothers & Co. . . . . Memphis
Thomas Barnes & Miller . . . . . Memphis
Gray & Dudley Hardware Co. . . . . Nashville
J. H. Fall & Co. . . . . Nashville
H. G. Lipscomb & Co. . . . . Nashville
A. M. Tenison & Son . . . . . Nashville
Keith, Simmons & Co. . . . . Nashville
Benedict, Warner & Davidson . . . . . Memphis

THE ATLANTIC CITY CONVENTION.

Over eight hundred Hardware Manufacturers, Hardware Jobbers, salesmen, guests and ladies met in convention at Atlantic City, N. J., November 16-18. It was the largest meeting ever held in the trade, as had been anticipated, and it is the almost unanimous opinion that it was the most productive of results for the good of the trade in general. All through the past year the various committees have been holding frequent meetings, and their conclusions and reports were brimful of things of vital importance to all branches of the Hardware business. Between sessions discussions were continued in an animated manner and the air was continually full of "Catalogue Houses," "Price Discounts," "Special Brands," etc.

As usual, everybody came for pleasure as well as business, and the several new entertainment features attracted much agreeable comment. The conventioners seem to have had supreme confidence in the weather man, who has nearly always been kind to Hardwaremen, and the storm of the few days previous to the convention did not deter them from making the trip. That their confidence was not betrayed was evidenced by the glorious weather of convention week, which permitted fine enjoyment of the famous board walk and the many other "enjoyment producers" of the City by the Sea.

It having been found that one hotel was not sufficiently large to hold both associations, the jobbers made their headquarters at the Rudolf, while the majority of the members of the Manufacturers' Association held forth at the St. Charles. An unusually large number of ladies were present, and several members of the Canadian Association were most welcome guests.

Early Tuesday evening the hotels were crowded, and everywhere were in evidence signs of a most successful meeting.

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OPENING SESSION.

Open to Members of Both Associations and Guests.

The convention was called to order at 10 A. M. in the hall of the Hotel Rudolf by President Samuel A. Bigelow, of the National Hardware Association. After singing "America" Mr. Bigelow spoke as follows:

Ladies and gentlemen, delegates and friends, we welcome you to the tenth annual convention of the National Hardware Association of the United States. We welcome the ladies for their cheerful presence and for the healthful and happy influence they bring to our meetings. We welcome the large attendance of members, many of whom have made long pilgrimages to be



T. JAMES FERNLEY,
SECRETARY-TREASURER.

present at our annual reunion, and to show their earnest interest in the work in which we are engaged. We extend a special greeting to our new members and to the old members who have rejoined us during the last year. We welcome the president and the large delegation from the Canadian Wholesale Hardware Association and the reciprocity of good feeling that has always existed between them and the members of the National Hardware Association of the United States.

We welcome the president and delegation from the National Hardware Dealers' Association and the mutual interests that bind us so closely together. We welcome the manufacturers and the opportunity we have to thank them for their growing interest and support of our association work.

We welcome the press, whom we all hold in high esteem for their loyalty to our cause. We are happy at the thought of the pleasures before us at this, our annual reunion. Our Entertainment Committee will see that none shall go away dissatisfied.

Rev John R. Davies, D.D., pastor of Bethlehem Presbyterian Church, Philadelphia, invoked the divine blessing.

President Bigelow introduced Hon. Franklin P. Stoy, the Mayor of the city, who welcomed the convention in the following words:

Mr. President, ladies and gentlemen, at your last convention in this city I was absent, and, of course, I had to arrange for some one to be present to extend a hearty welcome to you. I want to say to you this morning that I am pleased that the Mayor is here to extend to you a hearty welcome to Atlantic City and to say that this is the greatest gathering that we have had since the eighth day of November (Applause.)

Hon. A. Chamberlain, the Governor of Connecticut, had been expected, but he was unable to be present, and Lieutenant-Governor R. S. Woodruff, of Connecticut, was introduced. He said: Mr. President, ladies and gentlemen, this is really an unexpected favor which I have been asked to perform, but I never shrink or dodge a duty that I can perform to the State of Connecticut. You Hardware men are familiar with what we do in Connecticut, as I believe Connecticut is the home of Hardware; it is and always has been. We are manufacturers of Hardware of nearly all kinds and classes. We are fortunate in our State that we have a varied line of industries. We are not dependent on the cotton mills or iron and steel manufactured, but we manufacture almost everything that is used in the household or on the farm. We are not farmers; we are manufacturers, and as manufacturers we are to-day, I believe, producing as good goods as there is put upon the market anywhere.

President Bigelow: We have with us J. C. Birge, president of the American Hardware Manufacturers' Association, who will please come forward.

Mr. Birge said:

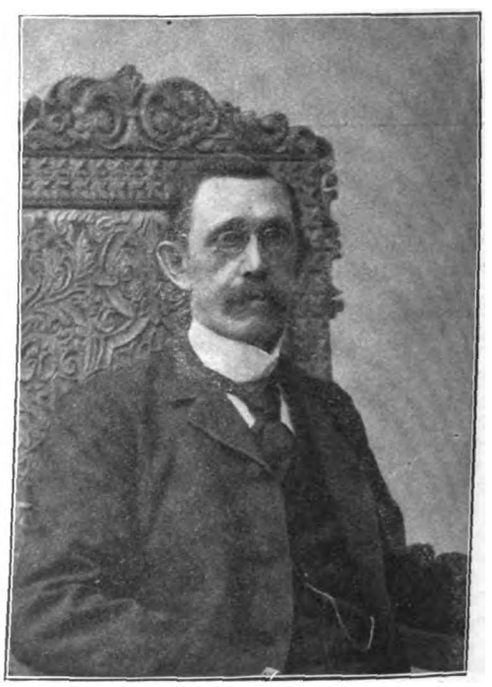
Mr. President and Friends:

I saw my name on this programme, and my first, and I think perhaps my better, thought, was simply to acknowledge the introduction, but I am sure that it is not I, but the president of the Manufacturers' Association that is being introduced, and therefore it would seem almost a demand to give a word and that word perhaps to be in line with some thought which would be endorsed by our manufacturers—your cordial welcome to the ladies who are present—I think are in line with the words of Pascal, who said that "had the nose of Cleopatra been shorter the face of the earth would have been changed." The beautiful presence of that wonderful queen certainly changed the histories of Egypt and of Greece, and it is equally certain, Mr. President, that your recent custom of inviting the ladies to our meetings has entirely changed the character of your conventions . (Applause.) I think, too, that their presence makes it unnecessary for the police of Atlantic City to turn their backs and close their eyes, as suggested by his honorable Mayor. This siren queen of Egypt led all her admirers into trouble, but our wives and daughters who are invited here are of a very much higher type of womanhood. We bring them to keep us out of trouble. I believe they will successfully do it without the aid or the blindness of the police.

I think that we agree on this proposition, Mr. President, and as suggested at the head of your programme—that upon it we heartily shake hands. There are other propositions on which I think we can shake hands. I have just observed the subject for your "electrocution" for this session—I think I should have said "collocution."

THE ELECTROCUTION

I believe was held in New York last week. (Applause.) The subject suggests an incident related a few evenings ago at a little dinner given to Governor-elect Cobb, of Maine, which he



WILLIAM W. SUPPLEE,
MEMBER OF ADVISORY BOARD.

stated was quite familiar to all the people up in that State. He said that there was a clergyman who desired that his son should take a theological course and succeed him in the ministry. The son, however, protested and desired to take a course in veterinary surgery, and prevailed in his desire. Immediately prior to the return of the young man from the veterinary school the admiring parishioners of the clergyman presented the old gentleman with a horse in token of their appreciation of his services. As soon as the young man arrived at his home the father took him out to the stable to show him the horse to obtain from him

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his expert opinion concerning the animal. The young man looked at the horse very carefully and then said: "Father, I think that is a very poor specimen of an old horse." "Well," said the father very humbly, "is not that as good a horse as the one on which our Saviour rode?" The young man looked the horse over with great care and finally looked up in his mouth, and, turning, said: "Father, that is the same horse."

I read this question to which I have referred: "What are the proper avenues for the distribution of Hardware and kindred lines?" It occurs to me that this is the same question which the manufacturers had under discussion one session at Atlanta put in another form—catalogue house competition. Upon that question, Mr. President, I think I can say, although not officially, that the manufacturers will do everything in their power and will work with you as far as possible towards any feasable solution of that question.

One evening last week Dick Shapleigh, Mr. Norvall and others saw cast across the face of the far-away sky the name of a much advertised special brand of whiskey. It was in St. Louis. As an evidence that this apparation was not what physicians, I believe, term a subjective symptom or an illusion, caused by the inordinate use of the article advertised, I will state that I saw it myself; but the picture away up there suggested the far-reaching effect of special brands; that it was not a subject which is confined here below on earth, but that it reached the skies and it suggested that some of you may at some time in the sweet by and by see special brands in the skies. On the train yesterday I read an excerpt from the sermon of a distinguished clergyman, which reads: "A Christian is a man who instinctively takes the point of view of the man with whom he deals."

Mr. President, in these questions which we are likely to have before us for consideration at these meetings and at other meetings, if we can assume that attitude and put ourselves in the place of you with whom we deal we may be able to solve very many of these problems which now seem to us exceedingly difficult. So far as I am concerned without assuming to be a Christian, which I am far from being, I would undertake, in listening to any discussion which may be held on these subjects, to place myself in your attitude. I thank you. (Applause.)

President Bigelow: We have with us a delegation from the Canadian Hardware Association. I will say it has been customary for them to be with us for several years and we have had representatives at their meetings and we have always received



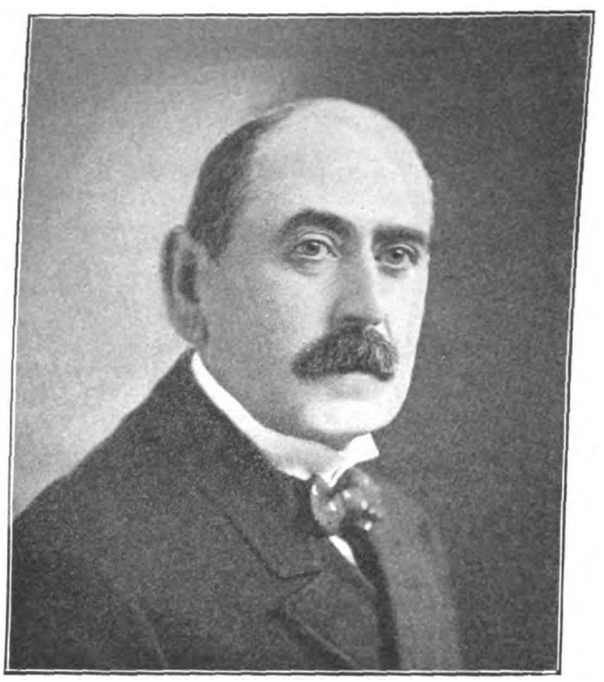
H. H. BISHOP,
MEMBER OF ADVISORY BOARD.

a very kind reception. I will call upon the president, Mr. C. A. Whitman.

Mr. Whitman: Mr. President, ladies and gentlemen, it is not my purpose just now to entertain you or bore you with any lengthy speech, but allow me on behalf of the Canadian Wholesale Hardware Association to tender you our most hearty thanks for your invitation to be present at this, your annual meeting held in this city. At home we have an organization on somewhat similar lines I fancy to this, but of that I cannot speak because our esteemed secretary, Mr. James Hardy, is here, and no doubt he has spoken to you of that in the past, as well as Mr. George Caverhill. But we are not as large as you are. We are not as old, but we have the egotism that we intend to grow I will not take up any more time at present, but thank you again for inviting us here, and we have no doubt we will learn something and we trust that our meeting with you may in a very small way result to our mutual advantage.

President Bigelow: We have other members of the delegation, I think Mr. Hardy could give us a few remarks:

Mr. Hardy addressed the convention as follows:



JOHN BINDLEY,
MEMBER OF ADVISORY BOARD.

Mr. President and Members of the National Hardware Association of the United States and Ladies and Gentlemen:

It is indeed a great pleasure to me to again attend your annual convention and convey my thanks for the generous and hearty consideration I have always received at your hands.

I am pleased to learn that your organization is progressing and whilst I regret that we have lost one of our members, still our association is doing very good work.

We had the pleasure of a visit from your secretary-treasurer, Mr. Fernley, at our annual meeting and banquet in Montreal in September last, but being accompanied by Mrs. Fernley, they were in a hurry to spend their other available day in the old city of Quebec. I think Mr. Fernley had very pleasant memories of a former visit he paid us when our annual meeting that year was at the city of Quebec. We regretted very much that none of the others of your executive and members visited us. We would certainly have been delighted to have seen them and undoubtedly they would have come back with a little better idea of what Canada is at the present day than most of the residents of the United States seem to have.

It may be interesting to you to learn that the population of the United States as given by the first census for the thirteen States, taken in 1790, was 3,929,214, which had increased as per the census of 1900 to 76,303,387. This was roughly an increase of 19½ times. Whilst the population of Canada as estimated in 1790 was 220,000, it has increased as shown by the census of 1901 to 5,371,315, or an increase of over twenty-four times. You will thus see, ladies and gentlemen, that whilst apparently the increase of our population has been slow, it has more than kept up its ratio with the United States on the basis of the start in 1790.

Again, I think it is not generally known, even in Canada, that the Dominion of Canada is the

THIRD BEST CUSTOMER

of the United States. In fact, in manufactured goods she stands first, no other country taking as many manufactured goods from the United State as she does. Great Britain stands first, Germany next, and, as I have said, Canada third. France, which stands fourth in order, takes about forty per cent less goods than does the Dominion. The British Empire, which includes, of course, the mother country and the colonies, takes more than half of the total exports of the United States. The value taken in 1903 being about three-quarters of a billion dollars worth.

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The total foreign trade between Canada and the United States, i. e., exports and imports combined, had approached the quarter billion dollar mark. At present, however, this trade is very one-sided, as we purchase a great deal more from the United States than they purchase from us. For example, in 1893 we imported from the United States nearly $145,000,000 worth of goods, while their purchases from us were less than $72,000,000 worth, or less than one-half of our purchase. During the last ten years our imports from the United States have increased about 100%.

You may be more particularly interested in the trade in Hardware and metals, and as showing this in 1903 we imported from the United States iron and steel manufacturers to the amount of over $27,000,000 worth; of this $21,000,000 worth was dutiable goods and $7,000,000 worth free goods. Taking all metals and minerals and manufactures of, the total purchases of Canada from the United States in these lines was about $34,000,000 worth. Our sales of iron and steel and manufactures of to the United States in 1903 were valued at $5,600,000.

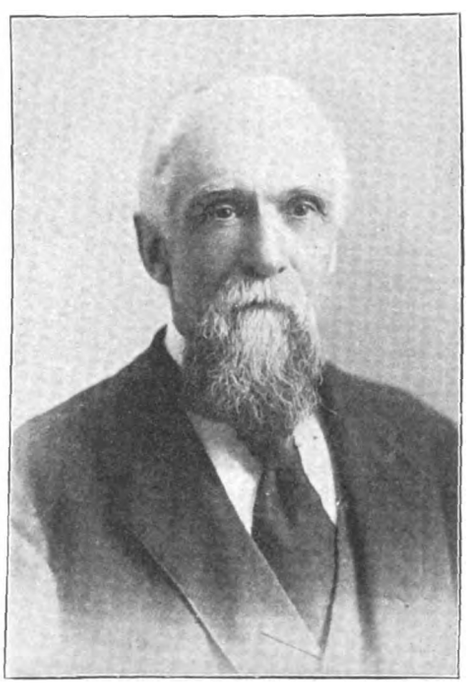
I will not take up any more of your time with dry statistics, but would cordially invite you to pay a visit to us in Canada. It may be you would desire to pass your Summer vacation with us, and if you do this we can promise that you will have a real good time. I think you will agree with me that in our small way we are properly building up our country and doing our share to help you to build up yours.

The tendency of recent legislation seems to be more in favor of protecting the home manufacturer, and we think there is no doubt that to make Canadian business profitable to American manufacturers they will have to start manufacturing in Canada. If any of those present would like any information as to the methods of doing business in Canada by us we shall be glad to discuss this matter with them.

President Bigelow: We would like to hear from Mr. George Caverhill, one other delegate from the Canadian Association:

Mr. Caverhill said:

Mr. Chairman, ladies and gentlemen, we are very much pleased to have the pleasure of being allowed to come here at this meeting. Regarding manufactories, our aspirations are very great in that line, but the help has to come from you—from the manu-

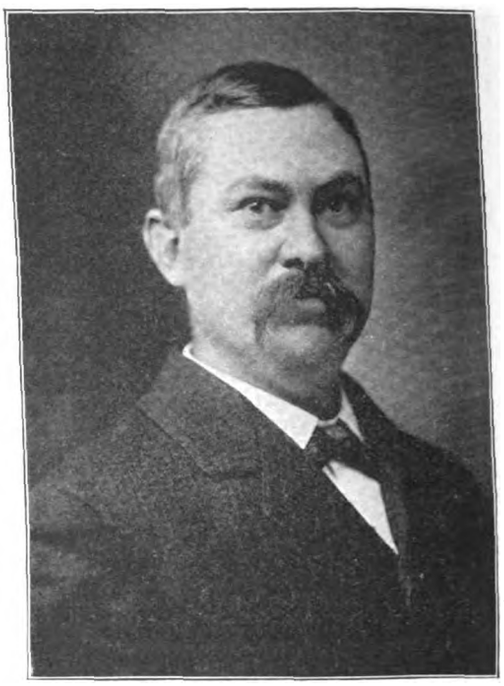


R. A. KIRK,
MEMBER OF ADVISORY BOARD.

facturers of the United States. Our growth has been rather slow in the past years—the last fifteen or twenty—but now it is increasing very fast. We have been in the past looking across the waters to send capital to our country to develop it. We have been rather disappointed and the last four or five years American capital has come and that is what we want. We have lots of room for you; we have the water power, the electricity, and certain consumption. There is a great demand for farm implements. We have a field there for you to come to and you will be heartily welcomed. I don't think that under our laws you will be disappointed at the treatment you will receive. Never to my knowledge has a manufacturer come who has been sorry that he did so. I again thank you for the privilege of addressing you.

President Bigelow: We have with us the president and secretary of the Retail Dealers' Association. Mr. Bogardus, the president, will address you later. I will call upon M. L. Corey, the secretary of the Retail Hardware Dealers' Association.

Mr. Corey: Mr. President, ladies and gentlemen, I assure you that it gives me great pleasure to again appear before an audience constituted as this. One year ago the retailers had the



COL. R. M. DUDLEY,
OF EXECUTIVE COMMITTEE.

privilege of making their first bow to the manufacturers and jobbers in convention assembled. We found upon looking over the ground that there were many questions which affect us, but which were not generally understood. I will not attempt to discuss them to-day. Neither will I go into any of the technicalities that may have attached to them since. I will simply speak to you one moment of our association, such as it is and such as we hope to make it. We are willing to admit that some of the troubles are complex and hard of solution. We believe and hope they will be met in a fair and friendly spirit. We believe our interests really

LIE IN THE SAME CHANNEL

and that the injury and danger is not confined to jobber and retailer alone. To-day the mere fact of being a member of the National Jobbers' Association is a passport to the good will and confidence of a large majority of the retailers. This sentiment we encourage and shall continue to uphold, believing the future will show better conditions for every one interested in the Hardware trade. Less than five years old, originally composed of five State associations, we have grown until to-day we have eighteen States in a solid body and this year in these States we have already added over 1,000 new members. Our membership is harmonious, loyal and intensely interested, and we believe fully appreciate the assistance and co-operation extended by both jobbers and manufacturers. Our work has been mainly one of education, beginning with our own people, we have secured the close co-operation of the jobbers and now we are unitedly striving to obtain the assistance of the manufacturers toward mending some of the evils which confront and endanger our mutual prosperity. I thank you most sincerely for the welcome that you have given me to-day.

CONVENTION OFFICERS.

At the suggestion of President Bigelow, the following officers were elected:

J. H. Van Newkirk, of New York, journal secretary.
Thos. A. Fernley, railroad secretary.
George Fernley, page.

The roll call showed about 135 delegates in attendance at the opening meeting and others expected on coming trains.

President Bigelow read his annual address, which was as follows:

PRESIDENT BIGELOW'S ANNUAL ADDRESS.

It seems hardly possible that one year has passed since we held our ninth annual convention in Atlantic City, and that we find ourselves back again to enjoy its hospitality and to continue the association work which has produced such good results the past year.

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Here by the ocean and its invigorating air, away from the cities and their alluring attraction, with a meeting place where the members can mingle freely together, lasting friendships have been formed and a greater interest in our meetings has been displayed.

GATHERING IN GREATER NUMBERS THAN EVER BEFORE

for your tenth annual convention, you have come that your officers may render account of their stewardship, and to make plans for future work. Subjects of grave importance will be discussed at your meetings which will require careful, sober and thoughtful consideration. Your decisions should be based on the broadest principles of justice and fairness.



W. S. WRIGHT,
OF EXECUTIVE COMMITTEE.

FLOURISHING CONDITION.

When I accepted the presidency with which you honored me one year ago I promised I would discharge its duties to the best of my ability. Guided by your able and experienced Executive Committee, and with the assistance of your indefatigable secretary and the unanimous support of the members, I have reason to congratulate the association on its present flourishing condition.

Your executive officers have labored diligently on the lines laid down by you at your last meeting. Many results have been accomplished the past year which will be explained to you in the report of your secretary-treasurer and those of your various committees. Their suggestions for future work should receive your careful consideration. These reports will make manifest to you the ever increasing influence of your association and its invaluable aid to its members and to the Hardware trade in general, not excepting the manufacturers.

Policies adopted at the organization of this association in 1894, and continued through successive administration since that time by your able, conscientious and conservative officers, have made the National Hardware Association of the United States the model association of America. May you never deviate from the policy of honesty and fair dealing, rendering justice to all. This policy has been your mainstay in the past. Let us hope it will ever remain so.

INDUSTRIAL EXPANSION.

Last year your worthy president likened the feeling of doubt and uncertainty in the business world to the cry of the prophet of old, "Watchman, what of the night?"

That cry has now been answered, and to-day we are on the threshold of the second great outburst of American industrial expansion.

The political situation created no apprehension in the minds of business men. The people realized there were two good men as candidates, and they had no need to worry about the result.

The South has enjoyed two years of prosperity; has been made rich by ten-cent cotton, and the promised increased production the present year will add still greater riches. The construction of the Panama Canal and other great public improvements will stimulate business in that section. The West has enjoyed bountiful crops, and the high prices will more than compensate for any shortage should it develop in the wheat crop.

Money conditions throughout the country are good. Country banks were never in so good condition. Foreign capital is seeking investment here, and an immense tide of immigration promises a large consumptive demand.

The tonnage of the railroads has not fallen off. Collections are good and confidence takes the place of caution which prevailed only a short time ago.

CONSERVATISM.

This association, born in a season of adversity, has continued through a period of the greatest inflation and expansion this country ever knew. It has been safely guided during great depressions in the stock market and harassing troubles, and now on the eve of returning prosperity it stands in its strength and vigor to advocate that conservatism among its members and manufacturers that has influenced a stability in prices, in the face of both inflation and depression, to the profit and well-being of the whole Hardware trade.

IN MEMORIAM.

There are many who have answered to our annual roll call who have passed on before us during the past year.

December 10, 1903, CHARLES H. KELLOGG, of Boetticher, Kellogg & Co., Evansville, Ind. Mr. Kellogg was vice-president of his company, a prominent and respected citizen of Evansville, and had the confidence of all with whom he came in contact.

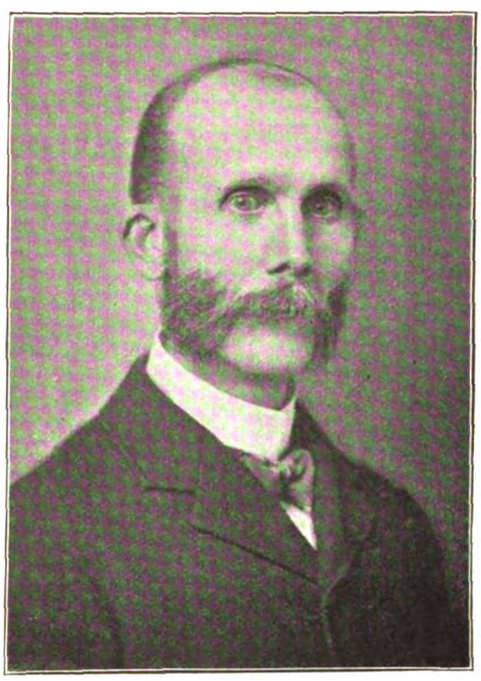
December 21, 1903, THOMAS C. NESBITT, of Newlin-Knight Hardware Co., Philadelphia, Pa. For many years his wonderful determination and ambition grappled with disease, but patiently and resignedly he met the dread summons with great hope of future happiness.

January 23, 1904, EDGAR UNDERHILL, of Underhill, Clinch & Co., New York City. Removed from us while still in the vigor of manhood and from a large circle of warm-hearted friends who will ever cherish his memory.

February, 1904, JAMES T. CUNNINGHAM, of Cunningham Hardware Co., Mobile, Ala. A genial and companionable man, giving great promise of future usefulness to the business world. What promised to be a brilliant career here was, for some Providential reason, terminated.

April 10, 1904, RUSSELL SARGENT, of Sargent & Co., New York City. A noble son of honored ancestors, whose pure life had already made its impress on those with whom he came in contact. His memory will ever be cherished.

May 7, 1904, CLARKE MERCHANT, of Merchant & Co., Philadelphia, Pa. A man whose keynote was honor, who entered business life after having been lieutenant-commander in the United States Navy, and who has bequeathed to his business associates an honored name which is known throughout the entire country.



J. D. MOORE, OF EXECUTIVE COMMITTEE.

May 22, 1904, CHARLES W. POTTS, of W. F. Potts & Co., Philadelphia, Pa. A genial and warm-hearted friend and one whose greatest delight was to extend a helping hand to those who were in distress.

June 1, 1904, JAMES R. SMITH, of Weed & Co., Buffalo, N. Y. His business partner of him said: "In his death Buffalo has lost a business man of rare capability, a citizen of spotless integrity and a philanthropist of undoubted generosity."

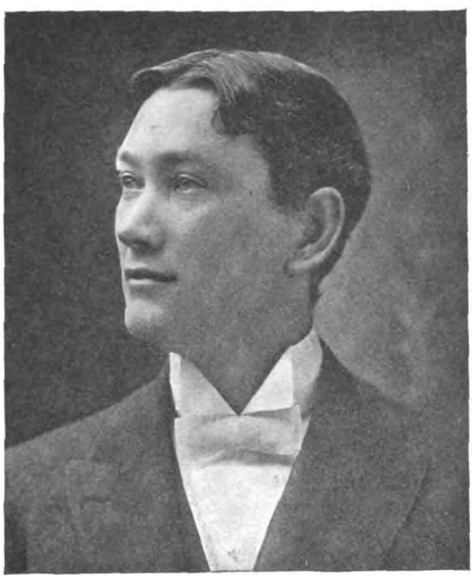
June 24, 1904, CHARLES SMITH MERSICK, of C. S. Mersick & Co., New Haven, Conn. A man active in public affairs, both commercial and political, who also served his church with fidelity and who did much to uphold the commercial integrity of his country.

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October 22, 1904, CHAS. F. SCHMIDT, of Charles F. Schmidt Hardware Co., Burlington, Iowa. From the rank of traveling salesmen he established a business and became the head of it, and at the age of seventy-one years passed to his reward.

To the business associates and the bereaved families of these our deceased members we extend our most heartfelt sympathy.

I wish to thank the officers and members for the universal courtesy and support I have received and to assure you that as a member of the Advisory Committee the coming year I shall continue to do my part to support and maintain the principles advocated by the National Hardware Association.



O. B. BARKER,
OF PRESS COMMITTEE.

SECRETARY-TREASURER FERNLEY'S REPORT.

For the tenth time we are confronted with the difficulties connected with the rendering of a report to the members of the National Hardware Association of the work which we have done or attempted to do since our last annual meeting. It is very essential that we at least create the impression that an earnest effort is being made to meet your views as to what should be done, in order that the present incumbent of the position of secretary-treasurer of this association retain his position.

At the last convention of this association the secretary was instructed to execute certain policies, which after free and full discussion had been adopted. These subjects will be duly reported upon from time to time during our executive sessions.

During the year we have visited a very large number of the members of our association, discussing with them matters which were germane to the work. We have covered in this way twenty-seven States, and will not attempt to tell you how many miles we have traveled. We only desire to report we have every time gotten back to the base of operations.

SECTIONAL ASSOCIATIONS.

We have visited, whenever possible, the sectional and State wholesale Hardware associations. We have found these associations in most excellent condition, and we recommend to the jobbers in their respective sections the following: Southern Hardware Jobbers' Association, Pacific Coast Hardware and Metal Association, Texas Hardware Jobbers' Association, New York State Hardware Jobbers' Association, New England Hardware and Iron Association, and the youngest of these sectional associations, the North Pacific Hardware Jobbers' Association.

These organizations are all obtaining results from their efforts which amply repay those who are supporting them.

LOCAL ASSOCIATIONS.

We are again compelled to report there is room for great improvement among the members of our association and others along the line of attempting to obtain direct advantages from a close and frequent contact with immediate competitors. It is our opinion that in every city where there are two or more jobbing houses an association should be sustained and frequent meetings for the interchange of views should be held.

RETAIL ASSOCIATIONS.

We are pleased to report that these organizations are gaining in numbers and influence. Since our last convention we have come in contact with many of the officres of these associations, and we find them to be men of ability and thoroughly earnest in their efforts to benefit the conditions which surround the retail Hardware business.

We sincerely hope that the day is not far distant when every retail Hrdware merchant of the United States will be connected with his State association, and in this way not only protect his own interests, but through the National Retail Hardware Dealers' Association of the United States, benefit the general Hardware interests of the country.

PREMIUM FOR ANTICIPATED PAYMENT.

The attitude of our association on this subject is too well known to need any further explanation. Indeed, at the present time almost every manufacturer of Hardware and kindred lines has conceded that the buyer, who places the seller in posssesion of funds within ten days of the date of shipment of goods, is entitled to this premium. In fact, it has become a trade custom.

We hear very little complaint from manufacturers of violation of the terms; truly, if the premium is accepted the purchasers should live up to the conditions governing the offer.

For several years we have been urging upon the manufacturers of tin plate the importance of adopting the two per cent for cash within ten days. This is the first time we have been able to report success. The thanks of the trade are due to the American Sheet and Tin Plate Co. for having met our views, and I think our membership is prepared to thank in advance the very few concerns who are still holding out for terms other than mentioned, but who in all probability will within the next few weeks yield to our requests.

OUR RELATIONS WITH MANUFACTURERS.

During the past year, we believe, the assistance which our association can render the manufacturers of the country has been recognized to a greater extent than in previous years. The principle that the jobber is the proper distributor of goods and that he is the most economical agent is no longer a subject of debate, so that to-day we find manufacturers coming to our association, and asking what selling policy they can adopt that will be most pleasing to those upon whom they depend for distribution of their product.

In order to be fair to the legitimate retailers of the country as well as the jobbers of the country, manufacturers recognize that it is essential for them to classify by name those who are entitled to rank as jobbers. The value of the experience of our



COL. B. F. ESHLEMAN,
OF MEMBERSHIP COMMITTEE.

association is recognized to such an extent that a very large part of the time of the secretary-treasurer of this association is devoted to making up of these classified lists. Indeed, to such an extent do the manufacturers appreciate the services which can be rendered them that offers of remuneration are frequently made, which, of course, are always declined, as our association is on record as inviting the manufacturers to seek our co-operation.

MEMBERSHIP OF THE ASSOCIATION.

When a report of our Membership Committee is received it will develop that during the year quite a number of legitimate jobbers have united with our association, so that numerically

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we are stronger than at any time in our history, and would further add that those admitted are such as will add strength to the organization.

FINANCIAL CONDITION.

It is very pleasing to report that we have in our treasury at the present time, after all bills are paid, a balance of almost $5,000, so that we are in a very healthy financial condition.

CATALOGUE HOUSE COMPETITION.

In previous years our report has always alluded to this subject. The matter, however, is now in the hands of a special committee, which committee is part of the Wholesale and Retail Hardware Joint Committee, an organization of retailers and jobbers, which has been vigorously handling the subject during the past six months, and we are certain that the report which our Catalogue House Committee will make will be pleasing to the members of this association. We would only add that the agitation has brought the organized retailers and this association into a close personal contact, so that to-day the jobber and retailer are united, each convinced that the interests of one cannot suffer without the other being affected.

LOYALTY OF MEMBERS.

The members of our association during the past year have evinced interest in the work of the association to a marked degree. Correspondence from our office has been given prompt



COL. JAMES R. NUTTING,
CHAIRMAN OF PRESS COMMITTEE.

attention. We know of no organization, the members of which display a warmer interest in the work. The Executive Committee of the association have freely given of their time in instructing and directing the footsteps of the secretary-treasurer.

The president of the association has kept a firm hand on the organization in general and the secretary-treasurer in particular. We do not want to publicly unfold our sorrows or tell anything of the details of the sadness of our life during the past year caused by his strenuous guiding hand. The high regard in which he is held by the members of the National Hardware Association would probably cause a withholding of sympathy with the sufferer. We can only add that nothwithstanding all, we are still able to tip the scales at the usual weight.

WHAT ARE THE PROPER AVENUES FOR THE DISTRIBUTION OF HARDWARE AND KINDRED LINES?

In introducing the subject, "What Are the Proper Avenues for the Distribution of Hardware and Kindred Lines?" the president first called on Geo. W. Corbin, president of the Corbin Cabinet Lock Co., who addressed the delegates as follows:

By Geo. W. Corbin.

Probably no qustion which has been brought for discussion before the many meetings of this association has been more considered with less possibility of satsifactory settlement to all parties interested than the question, How shall goods be marketed?

Other trade questions have been treated and acted upon in a harmonious spirit after repeated discussions by both jobbers and manufacturers, and practically a uniformity of action has resulted, such action being necessary in order to continue business with a better understanding between manufacturer and distributor.

Every question, such as syndicate buying, selling retailers, selling catalogue houses, cash discounts and other less important subjects have been handled in a broad and liberal manner which has been advantageous to all interested. It was

FOR THE PURPOSE OF BETTERING THEIR RESPECTIVE CONDITIONS

that the jobbers saw fit to come together, and in so doing the manufacturers were placed in such a position that nothing but benefit could accrue by their co-operating with that association for the mutual benefit of both jobber and manufacturer.

The manufacturer of to-day sums up the matter by asking questions similar to these:

How Can Goods Get to Consumers' Hands the Cheapest Way?
How Can the Consumer Be Supplied at the Least Expense?
What Is the Most Profitable Way to Place Goods in the Consumers' Hands?

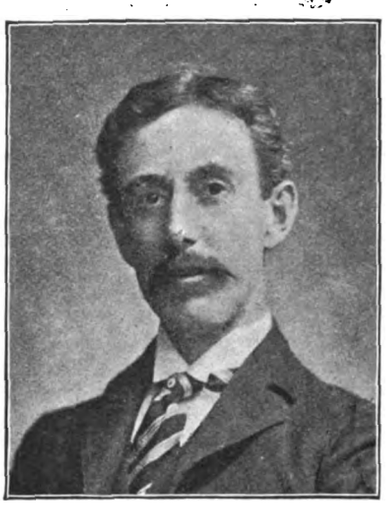
We all recognize



GEORGE B. LOGAN,
OF MEMBERSHIP COMMITTEE.

IT IS THE CONSUMER WHO CREATES THE DEMAND.

It is to supply his wants that goods are made and stock carried by those whose duty it is to supply such demands. From the manufacturers' standpoint, there are those whose entire output, provided it be a limited line of goods, can be marketed through the jobber, but the larger manufacturer whose assortments are unlimited, is compelled by the very nature of his goods to sell to jobber, retailer, consumer or any one for whom the line is attractive or for whom the goods are especially made. No jobber sells or will carry in stock the complete lines of some manufacturers. There are many lines of goods which jobbers will not



JAMES H. RITTER,
OF ENTERTAINMENT COMMITTEE.

handle. It is difficult to interest jobbers in many new lines of goods for which the jobber must create a demand, hence manufacturers are compelled to create the demand through retailer or consumer. There are lines of goods made by Hardware manufacturers and handled by Hardware jobbers which are sold by jobbers interested in lines foreign to Hardware. There are manufacturers who are jobbers and jobbers who are manufacturers. There are jobbers who manufacture and sell to retailers as well as to consumers.

The foregoing illustrates the trade complications in a line that daily grows more extensive. Lines that on account of details and

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endless variety should entitle the dealers to a greater apparent profit than that of any other business, but it must be admitted from all points of view that

NEARLY EVERY OTHER BUSINESS IS MORE REMUNERATIVE THAN HARDWARE.

More attention has been recently given by manufacturer and jobber to houses whose business is assuming large proportions, who have created a demand for all lines of goods by catering for business direct from consumers with attractive goods as well as attractive prices, the distributors at retail who have assumed a prominent position, in reality that of retail Hardware dealers, who retail by means of catalogues. We also have another class of distributors on practically the same lines, but who solicit and receive business direct from the retail trade and who are comparatively free from the expense of selling their goods and are also mail order catalogue houses.

THERE ARE THE VERY FEW JOBBERS WHO SELL TO RETAIL TRADE EXCLUSIVELY.

Then there are the jobbers who are also retailers and are in a position to sell every class of trade from the manufacturer to the consumer, including what are known as catalogue houses. Then there are the syndicate buyers whose policy has enabled jobbers, retailers, manufacturers and consumer to buy through them at one price for all classes of trade. Associations of retailers with practically the same business ideas as syndicate buyers are com-



CHARLES H. TURNER,
OF MEMBERSHIP COMMITTEE.

ing into existence, whose combined purchases make it an object for manufacturers to treat them as a jobber, with the result that in every instance where an aggregate of business appears, the question of price is not for the class of trade, but for the volume instead.

It is impossible for manufacturers to agree upon any price system to meet all the complicated systems of trade demoralization. It is possible, however, for manufacturers, jobbers and retailers

TO AGREE UPON UNIFORM POLICIES, WHICH MUST BE ADOPTED

and which would to a great extent overcome the objections raised by the trade on account of goods being distributed through channels not recognized by the various trade associations as legitimate. The prime factor in the distribution of Hardware is the manufacturer. Every manufacturer would gladly welcome a movement whereby the jobber would take his complete line and dispose of his entire output. This, however, is an impossibility.

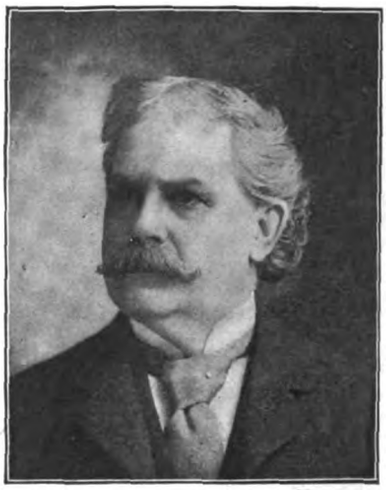
In the face of these facts we are confronted with the question, What are the proper avenues for the distribution of Hardware and kindred lines? In the distribution of goods the logical and proper avenue would be for the retailer to supply his wants from the jobber, the jobber from the manufacturer and the manufacturer to sell only to the jobber.

THE MANUFACTURER SHOULD SO REGULATE AND ADJUST HIS POLICY

that when conditions arise caused by new methods, irregular methods or a doubtful departure from natural methods of doing business, he can justly and equitably, both to himself and his customer, retain the confidence and respect of those who have contributed towards building up his business, and upon whom his future business and profits depend, and at the same time feel that in marketing Hardware through recognized and proper Hardware channels he is building correctly for his own future.

Mr. Corbin, always popular with the Hardwaremen, was given a hearty and well deserved applause.

President Bigelow then introduced W. P. Bogardus, president of the National Retail Hardware Dealers' Association, who delivered the following interesting address:



E. W MORLEY.

W. P. BOGARDUS.

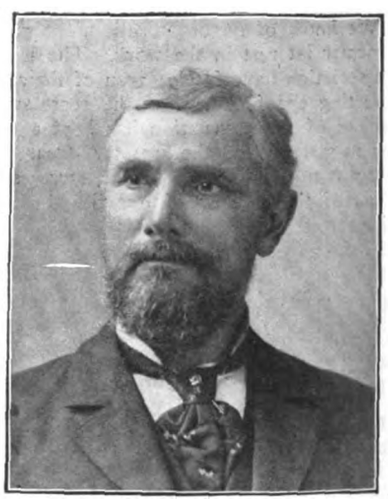
Mr. Chairman, Ladies and Gentlemen:

In a discussion of the question, "What are the proper avenues for the distribution of Hardware and kindred lines?" the speakers may not be able to present other than their own point of view, yet it is hoped that the discussion, while it may not settle anything, will lead to a crystalization of opinion, that it will help to establish a basis for further discussion and a final satisfactory adjustment of the question.

As a retailer I take part in this collocution with no other motive than to call attention to the fact that

OUR INTERESTS ARE MUTUAL,

and that our success depends on reciprocity in our relations with each other; and further to refer to the necessity of a recognition on the part of the manufacturer of his obligation to those who eventually put his manufactured product in the hands of the



HON. C. B. LOCKWOOD,
OF PRESS COMMITTEE.

turer should distribute his product through the jobber, and he through the retailer, and he to the consumer; that this method is not because it is old, but because the experience of the centuries has proven it to be the most practical and economical method yet devised for the distribution of the manufacturer's goods. If we all held to this method, and practiced it, there would be no occasion for this discussion. But there are those who hold that

THE MANUFACTURER HAS AN INHERENT RIGHT TO SELL TO WHOM HE PLEASES, AND AT PRICES HE PLEASES,

and that his interest in and control over the goods he manufactures ends when they are sold. We cannot go to Maine and shoot

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all the moose we may find. We cannot go to Michigan and kill deer and carry them out of the State. When we go to Ohio we are limited as to the number of quail we may shoot, and we violate the law when we offer them for sale. Shall we say that we are robbed of our inherent rights by these limitations? No, for all recognize that these laws have been

MADE FOR THE PUBLIC GOOD.

Therefore, we must realize that all the restrictions of our inherent rights are based on and justified by the fact that civilization brings to us obligations and restrictions that the savage or uncivilized have no occasion to observe or even recognize.

And as we needs surrender some of our inherent rights for the public good, we must remember that the surrender involves some modification and restriction of the savage's methods of doing business. Customs are established by experience and we have to learn that in all we do we must recognize the rights of others We go into the market to buy, but we cannot make the price. When we undertake to sell what we have bought we cannot make the price. The needs or necessities of our competitors make the price both in buying and selling, and there is no escape from this law except through monopoly. When we monopolize the manufacturing of an article we make the price. When we have the exclusive sale of an article we make the price in so far as the law of supply and demand will permit. But monopoly as a rule is legally and morally indefensible. It is said that "competition is the life of trade," and so it is when it is healthy, but a competition that looks to the

BREAKING DOWN OF ALL OPPOSITION IS NEITHER HEALTHY OR WISE.

The desire to control the entire business of the country; to reach out in all directions with a greed that hesitates at nothing to accomplish its ends; to try to bribe mail carriers for lists of names in violation of law; to seek to break down all opposition even if it result in the ruin of thousands, is an ambition so tainted with avarice and

COMMERCIAL DISHONOR

that it should meet the public execration of the entire business world. When a manufacturer helps on such an ambition, an ambition that looks to the building up of an overshadowing and underselling competition he does an injustice to the commerce of his country. No country will remain prosperous whose commerce is in the hands of a few, for the few grow richer and the balance poorer each succeeding year. And the vast accumulation of wealth in the hands of a few become an irresistable power for the oppression of the people. The condition that experience has taught us is the ideal one, is not in the concentration of manufacturers in one organization, nor the distribution of their manufactured product through a few mammoth concerns, but through a multitude of small distributors, scattered over the land, who are in close touch with the demands and requirements of the consumer. It sounds very fine to say that there shall be no middle man, and that the manufacturer will go direct to the consumer, and so eliminate the middle man's profit. But

THE SCHEME IS AS VISIONARY AS IT IS IMPRACTICABLE.

There can be no economical, or successful distribution of goods from the manufacturer to the consumer. There are no manufacturers or group of manufacturers who make all the goods demanded by the needs of the consumer, and therefore there must be those whose business it is to assemble the goods of various kinds at economical points, and from thence distribute them to the consumer. To undertake to distribute goods from large centers is impractical because the consumer wants to see the goods and make his selection before buying.

The great trees do not depend entirely on the big roots that brace and support them for their life, but on the network of little fibrous roots that permeate the soil, and draw sustenance from it for the support of the big roots as well as the trees, for when the fibrous roots are cut off the tree dies. So the manufacturer cannot depend on the jobber for his business success unless the jobber has attached to him the thousand and one little distributors who look to him for their supplies. Now if the manufacturer does anything that will cripple the little distributors he so far injures his own business.

"Oh, but," says the manufacturer, "we have found a new way to distribute our product. We sell to those who go

DIRECT TO THE CONSUMER,

and as they buy in large quantities, and are prompt pay, we can afford to give them low prices, for we have fewer customers and less accounts." Very well, if this new way takes all your product there is nothing further to say, but if it does not, and it is generally conceded that not more than ten per centum is distributed in that way, what about the rest? "But," says the manufacturer, "I do not care what becomes of the goods after they leave my warehouse, and I get the pay for them. I have no further responsibility in the matter. I cannot tell my customer what he shall sell his goods for. They are his and he has paid for them."

If that was the only sale the manufacturer was ever to make that kind of talk might do. But he is in the market year after year to sell what he manufactures, and he needs people who will buy steadily of him. Is there no obligation on his part to look after his trade and see that they are treated right? Is there no moral obligation on the part of the manufacturer to those who have helped him to dispose of his product? Can he ignore his responsibility without disastrous results to all concerned? Has he any right to do anything that will hamper or injure those to whom he has sold his manufactured goods and hope to continue to sell? There is a moral obligation on every one of us that we may not ignore with safety to our business lives. The golden rule is as applicable in business to-day as it ever was. Does the interest of the manufacturer in his goods end with their sale? Is he satisfied to see the prices on his goods demoralized? I do not know, but I have heard, that there are certain restrictions



W. P. BOGARDUS.

placed on the jobber by the manufacturers, and that he is forbidden, under penalty of being deprived of further supplies if he varies from the prices given him by the manufacturer. In such a case the interest of the manufacturer does not end with the sale of the goods. Now if it does not end in such a case, is there any case where it should? Why sell to one class without restriction, and to another class with such restrictions that they may not break them under any circumstances? Why put it in the power of ten per centum of your trade to injure and hamper the balance? "But," says the manufacturer, "we make the price according to the amount a man buys." Is that equity? Is it right? If one customer buys twenty per centum of your output, and eight others each buy ten per centum, why should the first one have

A BETTER PRICE

than the others? Why should an advantage be given the first customer that is denied the other eight, especialy when the eight buy eighty per centum of your goods? The unavoidable effect of such a method is to build up the one at the expense of the eight, and to demoralize and ruin your business. There are many things that should enter into the question of price, and quantity is but one of them. Whatever system is settled on, it must be a system that is just to all; that is fair for all; that does not tend to build up great fortunes at the expense of the consumer. Theories are good, but they must bring practical results if they are to be useful to humanity.

We cannot afford to stand for any plan that will not be fair for all, with any hope of ultimate success. It is said by some that "the time will come when the production and distribution of material goods will cease to be regarded as mere dollar getting," and will take its place in a department of scientific intellect, and with the scientific development of manufacturers will come a more perfect mode of distribution." Yet whatever changes the future may bring it must be that the buyer must meet the seller.

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And the necessity of greater knowledge of business, and business methods, and a more complete information about and knowledge of the goods handled will be required of the coming merchant, and with this knowledge must come the enthusiasm that makes men love their work so that the act of the distribution of goods will become a scientific and intellectual contest.

These are the days of organization, association and regulation. And while some have carried their views to extremes and have caused a reaction in favor of a larger degree of competition, yet we may not surrender the valuable things that come from organization, association and regulation, but we will add these to the balance from the other side and have as a result combination without tyranny, association without competition, and regulation without license or waste.

SAMUEL E. WINSLOW,

President of the Samuel Winslow Skate Manufacturing Co., was then introduced; he spoke as follows: Mr. President, ladies and gentlemen, I suppose it is fair to assume that the delegates have come to this convention from choice; that they have come from some special interest in what is going on. I don't know enough about the general subject to be of any service to the convention, but Mr. Fernley said in extending to me the invitation to address you that it did not matter, that they had just so many places to fill; my business was a small one and I always did it with jobbers and nobody else, and that they had me just where they wanted me; that if I would not come that he would arrange a boycott on my goods, so then here I am.

I suppose what you expected me to say was that in my opinion all Hardware and kindred articles, as they are termed, should be distributed through jobbers, and through jobbers only. He is justified in that because he has heard me say on probably a few occasions when I have been sitting around his office stove for two or three hours in the morning smoking with him and other fellows who dropped in that we had found in our business that the only way in which we could succeed was to work through jobbers Now, it would not be fair in deference to those who have preceded me here to let that statement go at that point. Our business happens to be one which is carried on only in one season of the year and is such that it should be properly classed with those other lines of the same character, which fortunately are not very many in number. You will therefore excuse me if I do not attempt to make any suggestions to persons who manufacture all kinds of commodities with an all-the-year-round market, and you will excuse me, I hope, if I confine my remarks to that one line of which I ought to have some knowledge, if I have any whatever. Now,

IN THE MATTER OF SKATES

the kind that I deal in—(laughter) that it is apparent I should say to most anybody that with the innumerable small towns to cover all over this land that it would be quite out of reason to think that any manufacturer should do his own business without the help of selling agents and so on with any profit to himself—to send salesmen about through the year. The sales have to be made in a very short time from the factory. The goods have to be distributed in a very short time all over the land—such part of the land as we go into. So it would go without any further discussion that in our business the only way for us to get goods on the market is through the help of the jobbing houses; so we stand committed voluntarily for the first time to-day as favoring for our lines the jobbing houses. So much for that aspect of the case. But there is one other which I think in fairness I ought to mention at this time, one or two items. The first one is not only the means of distributing goods, but the method of handling the accounts. The other one is the influence of this particular association in helping the skate manufacturers to follow out what looks to be like a decent policy for handling their merchandise. As to the first: After the manufacturer has put his goods into the hands of the jobber. I think it is perfectly true as the preceding speaker has said that the manufacturers' interest does not cease. From my experience his trouble is just begun. and while I am here and for fear that I may never have a chance again to get you people with a closed door and on neutral ground at least, I want to take the opportunity to relieve my mind of one very bad notion I have had about jobbers for over 20 years. It is very fortunate that the experience and records of this association will bear me out. I think that the jobbers—let us say previous to eight or nine years ago and from that time back for ten years at least, were their own enemies. I think that they not only cracked each others heads. but they put the manufacturers in the way of cracking the heads of one another. They stirred up a

GREAT AMOUNT OF TROUBLE,

which began, I presume with jobbers in their anxiety to get a great amount of business, which of course we all approved of. It went on to the retailers through his honest desire to get the best possible price. It was but a step back to the manufacturers. I have never been able to find out in the altercations with our customers about prices—about favors reported to have been extended—which man was really the liar; and I have never met a man who has told me. but there has many times been evidence of a liar somewhere. We have been accused of selling for one dollar something that cost $1.50 and we have been accused of selling the same thing for 90 cents to the next man; but as we have tried to pin down the lie we have never been able to do it but once in twenty years, and that lie was not a real lie, but it answered all the purposes of a lie. A man representing a jobbing house had sold a bill of goods, let us say at one, two, three or four dollars—an article to a retailer. Along came the representative, a personal friend of the retailer buyer, who said to him "Bill, have you bought your skates yet." He said he had. "What did you pay?" "I paid one, two, three and four dollars." Why, who had the nerve to roast you like that? "What ought I to have bought those for?" "90 cents and on up to the $3.90." He did not say that he would sell them for that, but he told the fellow he ought to have bought them for that. Now, there was an agreement right then and there, and the trouble went on. It rolled up and rolled up and it took weeks to settle that matter. It is so with men, many who go out to sell goods, if they cannot sell themselves the next proposition is to put the man who did sell in bad favor. Now I think that is the policy of a certain class of men whom the jobber should not countenance. Now, I will go back to the point where I started. I think it is not entirely a question of what the manufacturer does in reference to marketing the goods, but it is of equal importance that the jobbers will so regulate themselves if they can that the manufacturers' efforts will be well seconded and his purposes in working through the jobber will be fully supported by the jobber.

Now, as to the attitude of this association through its particular working officer, the secretary. Skate manufacturers, as I think is so commonly known now as not to make it any sacrifice of confidence, have been endeavoring to so sell their goods for the past two years or more as to make it a profitable line for retailers and jobbers and manufacturers. Previous to seven or eight years ago the ice skate had become nothing more nor less than a foot walk; it was kicked around and it ought really to have been thrown out of everybody's shop. There was no profit to anybody in the line. Now, we worked along on our price proposition; we worked along with our method of selling goods; we did everything I believe that the manufacturers of this country could possibly have done, yet we failed to make that profitable—that line to jobbers, and the same way of course to retailers. We did all that we knew how to do. We then got in touch with Mr. Fernley and said to him "we don't know how to control these wild animals of yours; can't you help us a little?" As a result he came in conference for several sessions and finally showed us or worked out with us—assuming part of the credit to ourselves—we worked out a plan which we have adopted. It has been in force for three years. It is not my purpose to tell what that is; it would take long to describe. It is well known by probably a majority of the delegates in this convention, and I can say that through the intercession and the co-operation of this association as represented by Mr. Fernley the skate manufacturers to-day, so far as prices are concerned, as far as a method of selling through jobber and retailer is concerned, we have worked out a plan against which in a canvass for two years of over 500 customers we have had only one complaint and that complaint came from a man who wanted his profits doubled.

So then I stand, not representing officially the manufacturers of skates, I represent only my own views, I wish myself at this time to extend to the secretary here and through him to you our thanks for the encouragement and for the execution of a plan which has made skates a better article of merchandise for jobbing purposes than almost any other line which can be classed as distinctly Hardware. Let us go from this room with the conviction, so far as my testimony is concerned, that the interest of the jobber and the manufacturer is one and the same thing. Mr. Winslow was given a hearty applause.

President Bigelow: The next speaker will give us his ideas on the manufacturer controlling the re-selling price of his products. I will call on Mr. Geo. Reuter, Jr., general manager of the American Wringer Co.

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GEO. M. REUTER, JR.

I did not know until last evening that my name was on this program for remarks under the subject of "Proper Avenues For the Distribution of Hardware and Kindred Lines."

There are three avenues through which manufacturers distribute their products. One is direct to the consumer, the other is to the retailer, and the third is to the jobber.

I will speak first of the consumer, as that is what might be termed the introductory avenue, and is

WHERE THE FOUNDATION IS LAID FOR THE FUTURE DEMAND

to be supplied through the second and the third avenues; thus the great sewing machine industry was established by the manufacturers selling direct to the consumer, and a demand was created that is reflected now in the sale of sewing machines by both retailers and jobbers.

The wringing machine industry, in its infancy, was of very slow growth until the first avenue was used by manufacturers who sent canvassing agents from house to house to sell housekeepers the new labor saving article, which made such a demand for it that the first avenue of distribution was abandoned several years ago, and retailers and jobbers now find a large sale for clothes wringers.

The second avenue is to the retailer, and through this the consumer is now reached in two ways, first, through sales in the merchant's store by personal contact with the consumer, and, second, through catalogues sent through the mail to reach the consumer. I believe that no manufacturer questions that the first is by far the best for him, yet I am of the opinion that it is just as legitimate to sell at retail by catalogue as it is at wholesale, but in both cases ruinous cut-throat competition should be avoided by a price maintenance system, as

WHEN A MANUFACTURER'S PRODUCT BECOMES UNPROFITABLE

to the merchant, that manufacturer's business is bound to suffer, and therefore it is to the interest of every manufacturer of a standard article to have it sold at such a price as will enable every dealer, be he large or small, to make a fair profit.

We supply wringers to only one of two large Chicago

CATALOGUE HOUSES,

so frequently alluded to, but they are all special or private brands, over which we have no control. If they wished to purchase our factory brands, there could be no reasonable objection to our supplying them, provided they agreed to sell them at prices fixed by us, and which we claim to be able to limit by reason of our owning valuable trade marks on such factory brands.

The two houses in Chicago are not the only ones selling to consumers by catalogue, as a number of the large department stores are selling goods in the same way, but in no case has there been a complaint against them and for the reason that their prices have been fixed by us at a reasonable figure.

There was a time when department stores would sell for $1.98 a wringer that cost them $2.00. We then adopted a maintenance of price system, and the department stores in all the leading cities have for more than two years maintained the prices fixed by us on our factory brands, which prices afford them and all other dealers a fair profit.

I stated in relation to sales by catalogue, that both at retail and at wholesale ruinous cut-throat prices should be avoided; we sell our factory brands to the largest wholesale catalogue house in the country, and for two and a half years past, said wholesale catalogue house has maintained the prices fixed by us, and this brings me to the third avenue of distribution, the jobber, who reaches every town and hamlet and who should receive a fair compensation for his services to the manufacturer, but whose profits are frequently destroyed by

CUT THROAT METHODS

of unprincipled competitors. For a long period the prices of clothes wringers were cut by some jobbers who made a leader of them, so that they were commonly sold at $1.00 per dozen profit, and in some cases at fifty cents per dozen, in other words, at not even five per cent over cost.

After several years of such ruinous competition, the article became so unprofitable to the jobbers that we decided the only way to afford him a profit was to limit the price at which he could sell our goods. This we did on February 1st, 1902. Although alone in this move, we had the co-operation of a majority of the jobbers, and therefore met with great success, and the limited price system proved most satisfactory for two years, and it no doubt would have been equally successful this year, but for the fact that the very high cost of crude rubber necessitated three advances in prices of wringers within a period of four months. Some jobbers having old stocks could not resist the temptation of turning paper profits into cash, and other manufacturers did not limit their jobbers as to prices, therefore there has been more or less irregularity in prices this year, but I still have the greatest faith in a maintenance of price system for the sale of standard goods. It takes from the catalogue house the strongest weapon it now has, and the system benefits all business men, be they retailers, jobbers or manufacturers.

Mr. Reuter's remarks were very well received and on motion a vote of thanks was tendered to the gentlemen who had addressed the convention.

The convention then took a recess until 2.30 p. m.

THE LADIES ENTERTAINED.

Wednesday afternoon a large party of ladies were entertained at Young's Pier, the programme consisting of several selections by Ringgold's Band.

Executive Session, National Hardware Association.

WEDNESDAY AFTERNOON,

NOV. 16TH.

The convention was called to order promptly at 2.30 and the reports of the Transportation and Membership committees were received and ordered placed on file.

Answering an inquiry, the secretary stated that the association membership composed practically all of the jobbing trade in the Hardware line in the United States.

The report of the Committee on Heavy Hardware was received and placed on file, and the report of the Metal Committee was received and referred to the Metal Committee, which was to meet at 4.30 p. m.

Secretary-Treasurer Fernley presented the financial report of the association, showing a balance in the treasury of about $5,000. The report was referred to an Auditing Committee and the association then listened to W. S. Wright, of the Executive Committee, who read that report, which was discussed section by section and acted upon.

The following Committee on Nominations was appointed: Geo. T. McIntosh, Cleveland, Ohio; J. H. Boucher, Rochester, N. Y.; Col. B. F. Eshleman, New Orleans; J. A. Warner, St. Joseph, Mo.; J. S. Breck, Boston, Mass.; H. C. Marshall, Duluth and Portland; Geo. L. Irvin, Baltimore, Md.

On motion the convention adjourned to meet the next morning at 10 o'clock.

THE RECEPTION.

It was indeed a gay and joyous party that assembled at the St. Charles, Wednesday evening, for the reception tendered by the Manufacturers' Association. The hotel had been tastefully decorated for the occasion and this, together with the presence of a large number of beautifully gowned women, made the scene one of great beauty. In the ballroom the following programme was rendered, each number being received with hearty applause:

PROGRAMME.

1. OVERTURE—"The Merry Wives of Windsor"....*Nicolai*
   Ringgold Orchestra of Reading.
2. QUARTETTE—From "Rigoletto"..... *Verdi*
   Mrs. W. S. S. Coleman,
   Mr. John R. Bland,
   Miss Clara M. Yocum,
   Mr. Fred. G. Rees.
   Accompanist, Miss M. Evelyn Essick.
3. VIOLIN SOLO—Ballade and Polonaise.....*Vieuxtemps*
   Gertrude Keppelmann-Landis.
   Accompanist, Mr. Henry A. Gruhler.
4. TENOR SOLO—"On, Away, Awake, Beloved".....*Taylor*
   Frederic Charles Freemantel.
5. MARCH—"Our President" ..... *Aronson*
   Ringgold Orchestra of Reading.

After listening to the programme, the party partook of refreshments in the dining-room. The menu included: Chicken Salad, fried oysters, sandwiches, appolinaris, champagne, ice cream and cake. And it was a late hour when weariness at last got the better of pleasure and the party broke up. The only thing that occurred to mar the pleasure of the occasion was the result of a piece of mismanagement on the part of the hotel people in handling the wraps, by which a large number of people were compelled to stand in line for an hour or more, then to receive their hats and coats, in many cases, in a much damaged condition.

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THURSDAY MORNING SESSION.

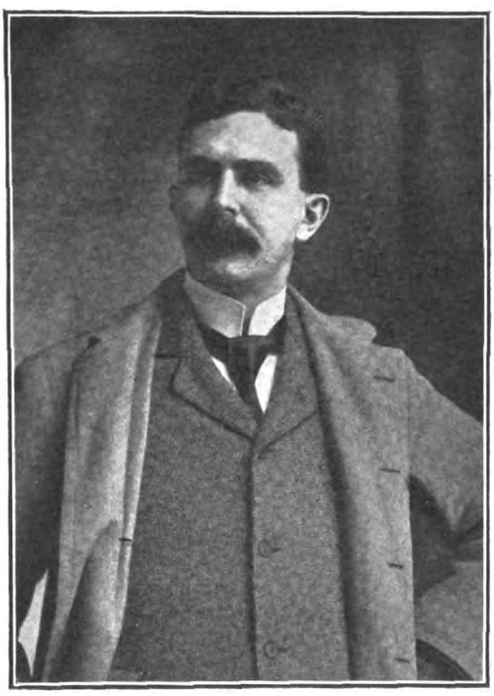
The morning session of Thursday was devoted to the discussion of the report of the Catalogue House Committee. This was executive in character and therefore open to members only.

PRICE MAINTENANCE.

R. E. Shanahan, of the Bissell Carpet Sweeper Co., Grand Rapids, had been invited to prepare a paper on the subject of "Price Maintenance." This paper he prepared, but was unavoidably absent and it was read by T. W. Williams, vice-president of the Bissell Co.

Mr. President and Gentlemen:

We esteem it a great honor as well as a privilege to be requested to address the convention of the National Hardware Association of the United States, upon the subject of "Price Maintenance," and except for the affinity that exists between all branches of manufacturing business, it would seem almost absurd for a carpet sweeper maker to address a body of either Hardware manufacturers or jobbers and cherish the belief that he could say anything that would be of vital interest to them.



S. NORVELL.

However, there are certain inevitable laws in trade that affect the manufacturer, the jobber, the retailer and the consumer, and upon this hypothesis I shall hope that a definition of price maintenance as established and promulgated by the Bissell Carpet Sweeper Co., whom I have the honor to represent, may have some interest for you, and that you will not feel that the time devoted to the consideration of this subject was misspent.

I hold that price maintenance is fundamentally sound in principle, and eminently just and beneficient in practice. A solid, uniform system of prices promotes character in business, develops the higher ideals in commercial relations, and secures to its devotees the confidence of the public, which is in itself a valuable commercial asset.

When I speak of price maintenance, I mean an honest, equitable system of uniform prices, that is based upon the sound principle that the manufacturer, the jobber and the retailer are justly entitled to a fair margin of profit in the sale of any commodity, and that the quality of an article can only be maintained so long as all parties concerned in its sale co-operate and rigidly maintain uniform prices.

Right here I want to point out a significant virtue of an honest system of price maintenance, namely, that while protecting and conserving the best interests of the manufacturer, the jobber and retailer, it reaches out and fully protects the consumer by insuring to the purchaser a high standard of quality in the article, and a reasonable price. On the contrary, price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest; upon the narrow, cold-blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war," and the "devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer, who practices it, destroys profits, breeds distrust, fosters prevarication, and finally robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving many of them from the market.

To analyze this point: In the beginning I said there were certain inevitable laws of trade that work out with mathematical certainty, and one of these is that the article that is placed on the market without the stipulation that it must be sold at uniform prices, both wholesale and retail, will in a short time be retailed at such low prices as to destroy all profit in its sale, thus killing the demand for it with both jobber and manufacturer, leaving open to the manufacturer as a last hopeless course the lowering of his prices, which means the deterioration of the product; and so it seems to me that it can be logically maintained that price cutting is demoralizing from beginning to end, working detriment, disappointment and loss to all concerned—manufacturers, jobbers, retailers and consumers.

Price maintenance is in harmony with the soundest principles in business to-day, whereas price cutting is so bad, so admittedly vicious, as never to be openly advocated even by its staunchest devotee. The manufacturer, jobber or retailer, conducting his business under an equitable system of uniform prices, commands confidence and respect, whereas the price cutter among any of the three classes mentioned arouses animosity, kills profits, establishes distrust and forfeits confidence. Price maintenance presupposes system, order, co-operation, stable methods of conducting business, and makes for that fine personality in business that we all prize so much in the individual. A short time ago there appeared in one or more leading magazines an exhaustive article on the "Personality of a Business," Marshall Field & Co. being given as an example of a mercantile institution, that by correct methods had built up for themselves a distinct personality, and which never would have been acquired under the demoralizing influences of a price-cutting policy.

It is evident that price cutting is not practiced alone by the dealer, but also by the jobber and the manufacturer; therefore the only way that a sound, comprehensive, satisfactory system of price maintenance can be adopted and carried out is through co-operation. The manufacturer must first establish a schedule of prices to the trade; then in his contracts with the jobbing trade it should be stipulated that the jobber strictly adhere to the manufacturer's schedule of prices in selling the goods to his customers. Then it must be thoroughly understood and agreed between the manufacturer and the dealer that a certain piece of goods must not be sold at less than the price fixed by the manufacturer.

To what extent a system of price maintenance can be carried in other lines I do not feel competent to say, but it does seem that a uniform scale of prices might be established and maintained with profit to all concerned, upon many articles that are to-day sold haphazard with little profit to either manufacturer, jobber or retailer.

As to the benefits resulting from a price maintenance system, I do not claim to speak with authority outside of our line, but I can say in all earnestness that in the case of the Bissell Carpet Sweeper Co. the uniform system of prices, both wholesale and retail, have been one of the strong factors in the upbuilding of our business. I trust it may be fully understood that except as a logical necessity I would not refer to our competitors in dealing with this question, but when you consider that no carpet sweeper manufacturer in this country but ourselves ever attempted a price maintenance system in the sale of his commodity, it is at once essential to an intelligent estimate of the benefits accruing from the adoption of uniform prices in our business, to know that the Bissell sweeper is the only one sold under a fixed system of prices. It now becomes necessary to show wherein price maintenance has benefited our business, and I tell you that you may draw your own conclusions from the statement that we manufacture and sell eighty per cent of the world's output of sweepers. I do not say that price maintenance is solely responsible for the results presented, but I do say that this system has been one of the great factors in the upbuilding of our business.

A system of price maintenance, like a system of advertising, presupposes that the commodity upon which the system is applied has quality. No article can stand an expensive campaign of advertising unless it has merit, and so, too, it would be useless to attempt a system of price maintenance upon a spurious commodity.

It may be interesting for you to present briefly how we conduct price maintenance on our goods. In the first place, we list our goods so that they can be retailed at moderate prices, and still yield the dealer a good profit. This plan naturally increases the sale of the goods by fixing the price low enough so as to bring it within the reach of the masses; then through liberal advertising to swell the demand for our product, we are always able to show the dealer that it is unnecessary to cut the price and sacrifice profits on an article of recognized merit, and upon which

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the established price is moderate and just, giving the purchaser splendid value for his or her money. It is at once apparent how the trade of the country appreciate the fact that in the sale of Bissell's "Cyco" Bearing sweepers, their profits, through our system of price maintenance, are good and perfectly secure.

With the jobbing trade we have an arrangement whereby in consideration of the prices and terms made the jobber, he agrees in selling Bissell's "Cyco" Bearing sweeper to his trade, that our schedule of prices will be strictly maitained. The jobbers also agree to co-operate with us to the fullest extent in helping to maintain the fixed retail prices of our goods.

And right here I want to say that our price maintenance policy has received the most earnest and loyal support of the jobbing trade of the country. We can say to the lasting credit of the jobbing trade that seldom have we ever found a case where they cut our prices. In all the years we have had fixed prices in force we have had but one case where a jobber persisted in cutting our prices, and even he was ashamed of it, as he would never admit that he cut prices. In this case we were compelled to cut off this concern and refuse to sell them, but it is the one only case in all our business experience. This should be encouraging to any manufacturer who may contemplate establishing a system of fixed prices on his product.

We can say, too, that the great bulk of the retail trade of the country, large and small, are disposed to maintain prices on our goods, and there is only one case that we know of in the United States to-day where a retailer is cutting our prices, and this is done not in defiance of our policy, or because the house disapproves of fixed retail prices, but simply to get even with his competitors for some grievance.

You are doubtless aware that the manufacturer of a patented article has the right to fix the retail prices on his product, and this has been sustained by the courts of both Great Britain and the United States. We had occasion some time ago to proceed against an English merchant for cutting our prices, and the court granted us an injunction and the decision of the English justice was most sweeping in the recognition it gave to the right of the manufacturer of a patented article to fix the retail price on his commodity.

Justice Wills, of the English court, in summing up the case, stated as follows: "The sale of a patented article carries with it the right to use it in any way that the purchaser chooses to use it, unless he knows of restrictions. If he knows of restrictions, and they are brought to his mind at the time of the sale, he is bound by them; he is bound by them on this principle: The patentee has the sole right of using and selling the articles, and he may prevent anybody from dealing with them at all. Inasmuch as he has the right to prevent people from using them or dealing in them at all, he has the right to do the lesser thing, that is to say, to impose his own conditions. It does not matter how unreasonable or how absurd the conditions are; it does not matter what they are if he says at the time the purchaser proposes to buy, 'Mind, I only give you this license on this condition,' and the purchaser is free to take it or leave, as he likes. If he takes it, he must be bound by the condition. It seems to be common sense, and not depend on any patent law, or any other particular law."

We have not had occasion as yet to proceed against a dealer in the United States for cutting our prices, but in view of the many recent decisions in our higher courts, wherein the manufacturer's right to fix the retail prices on his commodity has been sustained, it is evident that if a test case were made our price maintenance system would be upheld.

As a tree is known by its fruit, and as results are the one and final test of a commercial policy or system, I submit as indisputable proof of the merit and value of a well organized system of price maintenance the measure of success that this policy has achieved for the manufacturers who have adopted it.

A meeting of Heavy Hardware Jobbers was held at noon, and in the afternoon a large number of the Hardware Association members attended the session of the Manufacturers, where the subject of Special Brands was discussed.

The morning meeting of Friday was devoted to the winding up of miscellaneous executive matters.

CLOSING SESSION.

FRIDAY, NOVEMBER 16TH.

After considering a few matters of executive nature, the report of the Nominating Committee was read and accepted, the result being the re-election of the previous year's officers, with the exception of W. D. Taylor, of George Worthington Co., Cleveland, Ohio, who was elected a member of Executive Committee to fill the unexpired term of John Freeman.

The place for holding the next meeting was taken up. St. Louis was placed in nomination by Mr. Norvell.

Washington, D. C., was also placed in nomination.

After some discussion Washington was unanimously selected as the next place of meeting to take place commencing the third Wednesday in November, 1905.

The convention then adjourned sine die.

THE EUCHRE.

In the entertainment provided by the National Hardware Association for the conventioners on Wednesday evening, an entirely new feature was introduced. Tables were arranged in the Japanese Room of the Rudolf and at 8.30 over three hundred of the guests and visitors engaged in progressive euchre. The members of the Manufacturers' Association had contributed liberally to the collection of prizes, which for all day Wednesday were on exhibition in the hotel parlors. A committee of ladies, headed by Mrs. Geo. W. Trout, of Chicago, were in charge of the arrangements. The prizes with their contributors were as follows:

Corbin Lock Co.—Two brass candlesticks.

Enterprise Mfg. Co., of Pennsylvania—Set of plated irons in case; one polishing iron, two food choppers and ice shredder.

Geo. H. Bishop Co.—Two hand saws.

American Fork & Hoe Co.—Cut glass vase.

Millers Falls Mfg. Co.—Tool set.

Henry Disston & Sons—Two hand saws.

North Bros. Mfg. Co.—Two Twin Freezers, 2 ice choppers, tool set, two toy freezers.

Atha Tool Co.—Twelve hammers, nickled.

Landers, Frary & Clarke—Carving Set.

Fayette R. Plumb, Inc.—Cleaver, knives and hammers.

Chas. Parker Co.—Ash receivers and match boxes.

Maydole Hammer Co—Two hammers.

S. R. Droescher—Four cases scissors.

W. H. Davenport Fire Arms Co.—Sugar bowl and pitcher.

Kampfe Bros—Case "Star" safety razors.

Winchester Repeating Arms Co.—Rifle.

Chapin—Stevens Co.—Rules

Hopkins & Allen Arms Co.—Gun.

Pike Mfg. Co,—Ten pin trays, twenty silver mounted desk stones.

Miller Bros. Cutlery Co.—Twelve pocketknives.

A. Rogers Conrad—Two pot scrapers.

C. M. Avery & Co.—Food choppers.

American Wringer Co.—Twelve Gem toy wringers and one Royal wringer.

American Sheet & Tin Plate Co.—One bronze statue.

Cleveland Stone Co.—Case.

Goodell-Pratt Co.—Two "Home Companion" tool sets.

Beall Bros.—Three shovels and one toy scoop (consolation prize).

Nat. Specialty Mfg. Co.—Coffee mill.

Supplee Hardware Co.—Lawn mower.

Rome Mfg. Co.—Three tea and coffee pots.

White Mountain Freezer Co.—Freezer outfit.

J. Stevens Arms and Tool Co.—Rifle.

Reading Hardware Co.—Table, mirror, pair bronze busts, candelabra, lamp, clock.

Chadborn & Coldwell—Lawn mower.

Wood Shovel & Tool Co.—Moulders' shovel.

Bronson-Walton Co.—Three "Never Burn" roasters, four drip pans, three coffee mills.

L. & I. J. White Sweeper Co.—Ten carpet sweepers.

Bissell Carpet Sweeper Co.—Ten carpet sweepers.

Excelsior Furnace Co.—One elbow.

Boss Washing Machine Co.—Four washing machines.

The William Schollhorn Co.—Punches.

Henry Disston & Sons, Inc.—Clock.

Lovell Mfg. Co.—For the winning lady, wringers for life, and as a "Booby" prize, mouse-traps for life.

The score cards were furnished by the American Sheet & Tin Plate Co.

WINNERS.

The leading winners were as follows:

First ladies' Mrs. Charles B. King, of Atlanta, Ga.; first gentleman's, J. A. Carter, of Cleveland, Ohio; second ladies' prize, Mrs. C. A. Knapp, of Sioux City, Ohio; Mrs. G. E. Eddy, of Baltimore.

However, there were prizes of sufficient number so that every participant carried away a souvenir of some sort. After the distribution of the prizes the players were served with ice cream and were then entertained in the Grotto by the Ringgolds Band, and several vocal selections.

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AMERICAN HARDWARE MANUFACTURERS' ASSOCIATION

SEVENTH CONVENTION

MEMBERSHIP.

North & Judd Mfg. Co.	New Britain, Conn.
Norton Tool Co.	Cleveland, O.
National Brass and Iron Works	Reading, Pa.
Ohio Tool Co.	Columbus, O.
Oliver Iron and Steel Co.	Pittsburgh, Pa.
Oneida Community, Ltd.	Kenwood, N. Y.
Owosso Mfg. Co.	Owosso, Mich.
The Charles Parker Co.	Meriden, Conn.
The Peters Cartridge Co.	Cincinnati, O.
J. C. Pearson Co.	Boston, Mass.
The Pike Mfg. Co.	Pike, N. H.
Pittsburgh Steel Co.	Pittsburgh, Pa.
Pittsburgh Screw and Bolt Co.	Pittsburgh, Pa.
The Pullman Mfg. Co.	Rochester, N. Y.
Fayette R. Plumb, Inc.	Philadelphia, Pa.
Reading Hardware Co.	Reading, Pa.
Reed and Prince Mfg. Co.	Worcester, Mass.
Republic Iron and Steel Co.	Chicago, Ill.
Reynolds Wire Co.	Dixon, Ill.
Romer Axe Co.	Dunkirk, N. Y.
Rome Manufacturing Co.	Rome, N. Y.
Sharon Steel Hoop Co.	Sharon, Pa.
Simonds Manufacturing Co.	Fitchburg, Mass.
Standard Chain Co.	Pittsburgh, Pa.
American Steel and Wire Co.	Chicago, Ill.
American Iron and Steel Mfg. Co.	Lebanon, Pa.
American Sheet and Tin Plate Co.	New York City
The American Axe and Tool Co., Inc.	Glassport, Pa.
American Fork and Hoe Co.	Cleveland, O.
American Screw Co.	Providence, R. I.
American Stove Co.	St. Louis, Mo.
American Horse Shoe Co.	Phillipsburg, N. J.
American Cutlery Co.	Chicago, Ill.
The American Wringer Co.	New York City
The American Shear and Knife Co.	Hotchkissville, Conn.
Alabama Steel and Wire Co.	Birmingham, Ala.
Ames Shovel and Tool Co.	Boston, Mass.
E. C. Atkins & Co.	Indianapolis, Ind.
The Atha Tool Co.	Newark, N. J.
The Avery Stamping Co.	Cleveland, O.
The Atlas Bolt and Screw Co.	Cleveland, O.
G. & H. Barnett Co.	Philadelphia, Pa.
Baeder, Adamson & Co.	Philadelphia, Pa.
Bissell Carpet Sweeper Co.	Grand Rapids, Mich.
Belfont Iron Works Co.	Ironton, O.
Belding-Hall Mfg. Co.	196 Monroe St., Chicago, Ill.
The Berger Mfg. Co.	Canton, Ohio.
Bommer Brothers	Brooklyn, N. Y.
The Billings & Spencer Co.	Hartford, Conn.
George H. Bishop & Co.	Lawrenceburg, Ind.
H. B. Black & Co.	Chester, Pa.
Boston & Lockport Block Co.	Boston, Mass.
The Bridgeport Chain Co.	Bridgeport, Conn.
The Bronson-Walton Co.	Cleveland, O.
The E. & G. Brooke Iron Co.	Birdsboro, Pa.
Bryden Horse Shoe Co.	Catasauqua, Pa.
Buffalo Bolt Co.	Buffalo, N. Y.
Buffalo Scale Co.	Buffalo, N. Y.
The Berbecker & Rowland Mfg. Co.	Waterbury, Conn.
The Cincinnati Tool Co.	Cincinnati, O.
Carnegie Steel Co.	Pittsburgh, Pa.
Cambria Steel Co.	Philadelphia, Pa.
Crucible Steel Co. of America	Pittsburgh, Pa.
John Chatillon & Sons	New York City
Henry Cheney Hammer Co.	Little Falls, N. Y.
Chicago Spring Butt Co.	Chicago, Ill.
Wm. Chisholm & Sons	Cleveland, O.
Cleveland Block Co.	Cleveland, O.
The Cleveland Hardware Co.	Cleveland, O.
Cordley & Haves	New York City
Camillus Cutlery Co.	Camillus, N. Y.
Cleveland Stone Co.	Cleveland, O.
Cleveland Twist Drill Co.	Cleveland, O.
Cleveland Wire Spring Co.	Cleveland, O.
The Columbus Chain Co.	Columbus, O.
Columbian Hardware Co.	Cleveland, O.
Clinton Wire Cloth Co.	Clinton, Mass.
Clayton & Lambert Mfg. Co.	Detroit, Mich.
The Challenge Cutlery Corporation	Bridgeport, Conn.
P. & F. Corbin	New Britain, Conn.
Corbin Screw Corporation	New Britain, Conn.
Corbin Cabinet Lock Co.	New Britain, Conn.
Henry Disston & Sons, Inc.	Philadelphia, Pa.
The Chapin-Stephens Co.	Pine Meadow, Conn.
The Cronk & Carrier Mfg. Co.	Elmira, N. Y.
The Daisy Manufacturing Co.	Plymouth, Mich.
The Deming Co.	Salem, O.
Thomas Devlin Mfg. Co.	Philadelphia, Pa.
Dana & Company	Cincinnati, O.
W. H. Davenport Fire Arms Co.	Norwich, Conn.
Dwight Divine & Son	Ellenville, N. Y.
S. R. Droescher	79 Warren St., New York City
The Dover Manufacturing Co.	Canal Dover, O.
N. R. Davis & Sons	Assonet, Mass.
Diamond State Steel Co.	Wilmington, Del.
Eagle Lock Co.	New York City
Enterprise Mfg. Co.	Philadelphia, Pa.
E. I. du Pont Company	Wilmington, Del.
Fremont Razor Strop Co.	Fremont, Ohio
The Empire Knife Co.	West Winsted, Conn.
Evansville Tool Works	Evansville, Ind.
E. T. Fraim	Lancaster, Pa.
Frictionless Metal Co.	Richmond, Va.
The Ferrosteel Co.	Cleveland, O.
Garland Nut and Rivet Co.	Pittsburgh, Pa.
Graham Nut Co.	Pittsburgh, Pa.
Goodell Company	Antrim, N. H.
Goodell-Pratt Co.	Greenfield, Mass.
Grafton Stone Co.	Elyria, O.
The Griffin Mfg. Co.	Erie, Pa.
Harrington & Richardson Arms Co.	Worcester, Mass.
Hazel-Atlas Glass Co.	Wheeling, W. Va.
The Hamilton Rifle Co.	Plymouth, Mich.
Hart & Cooley Co.	New Britain, Conn.
Heller Brothers Co.	Newark, N. J.
Hero Fruit Jar Co.	Philadelphia
Hubbard & Company	Pittsburgh, Pa.
The Holley Manufacturing Co.	Lakeville, Conn.
Hopkins & Allen Arms Co.	Norwich, Conn.
The Hurwood Mfg. Co.	Bridgeport, Conn.
Hussey-Binns Shovel Co.	Pittsburgh, Pa.
International Cutlery Co.	Fremont, Ohio
Humason & Beckley Mfg. Co.	New Britain, Conn.
Greene, Tweed & Co.	New York City
Iron City Tool Works, Ltd.	Pittsburgh, Pa.
The Irwin Auger Bit Co.	Wilmington, Ohio.
Iver Johnson's Arms & Cycle Works	Fitchburg, Mass.
The Jeffrey Manufacturing Co.	Columbus, O.
Jones & Laughlin Steel Co.	Pittsburgh, Pa.
Kelly Axe Mfg. Co.	Alexandria, Ind.
The Kelly Nail & Iron Co.	Ironton, O.
The Keystone Mfg. Co.	Buffalo, N. Y.
The Kilbourne & Jacobs Mfg. Co.	Columbus, O.
The Kirk-Latty Mfg. Co.	Cleveland, O.
The Klein-Logan Co.	Pittsburgh, Pa.
Keasbey & Mattison Co.	Ambler, Pa.
Lake Erie Iron Co.	Cleveland, O.
Lamson & Goodnow Mfg. Co.	Shelburne Falls, Mass.
The Lamson & Sessions Co.	Cleveland, O.
The Lockwood Mfg. Co.	So. Norwalk, Conn.
Lawson Mfg. Co.	40 Dearborn St., Chicago, Ill.
Landers, Frary & Clark	New Britain, Conn.
M. Lanz & Sons	Pittsburgh, Pa.
Lack Singletree Co.	Paducah, Ky.
A. Leschen & Sons Rope Co.	St. Louis, Mo.
Lovell Manufacturing Co.	Erie, Pa.
Ludlow-Saylor Wire Co.	St. Louis, Mo.
The Lufkin Rule Co.	Saginaw, Mich.
The Lunkenheimer Co.	Cincinnati, O.
Mann Edge Tool Co.	Lewistown, Pa.
McCaffrey File Co.	Philadelphia, Pa.
The David Maydole Hammer Co.	Norwich, N. Y.
Macbeth-Evans Glass Co.	Pittsburgh, Pa.
H. H. Mayhew Co.	Shelburne Falls, Mass.
Mayer & Co.	Philadelphia, Pa.
McKinney Mfg. Co.	Allegheny, Pa.
Meriden Cutlery Co.	Meriden, Conn.
The Fred J. Meyers Mfg. Co.	Hamilton, O.
Michigan Stove Co.	Detroit, Mich.
Mack & Company	Rochester, N. Y.
Miller Lock Co.	Philadelphia, Pa.
Millers Falls Co.	New York, N. Y.
The Miller Bros. Cutlery Co.	Meriden, Conn.
Charles Morrill	New York City
National-Acme Mfg. Co.	Cleveland, O.

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National Screw and Tack Co. . . . . Cleveland, O.
National Sewing Machine Co. . . . . Belvidere, Ill.
National Sweeper Co. . . . . Marion, Ind.
Never Slip Mfg. Co. . . . . New Brunswick, N. J.
National Supply Co. . . . . Baltimore, Md.
New Jersey Wire Cloth Co. . . . . Trenton, N. J.
Nicholson File Co. . . . . Providence, R. I.
Nixdorff-Krein Mfg. Co. . . . . St. Louis, Mo.
North Brothers Mfg. Co. . . . . Philadelphia, Pa.
New York Knife Co. . . . . Walden, N. Y.
Standard Horse Nail Co. . . . . New Brighton, Pa.
Standard Horse Shoe Co. . . . . Boston, Mass.
Stanley Rule and Level Co. . . . . New Britain, Conn.
Sandusky Tool Co. . . . . Sandusky, O.
The Stanley Works . . . . . New Britain, Conn.
Southington Cutlery Co. . . . . Southington, Conn.
J. Stevens Arms & Tool Co. . . . . Chicopee Falls, Mass.
St. Louis Shovel Co. . . . . St. Louis, Mo.
Safety Door Hanger Co. . . . . Ashland, O.
Southern Plow Co. . . . . Columbus, Ga.
The Wm. Schollhorn Co. . . . . New Haven, Conn.
The Tobin Arms Mfg. Co. . . . . Norwich, Conn.
C. C. & E. P. Townsend . . . . . New Brighton, Pa.
Troy Nickel Works . . . . . Albany, N. Y.
Tubular Rivet and Stud Co. . . . . Boston, Mass.
Tucker & Dorsey Mfg. Co. . . . . Indianapolis, Ind.
U. S. Hame Co. . . . . Buffalo, N. Y.
The Upson Nut Co. . . . . Cleveland, O.
The Van Wagoner Co. . . . . Cleveland, O.
Wm. Vogel & Bros. . . . . Brooklyn, N. Y.
Wallingford Mfg. Co. . . . . Wallingford, Vt.
Wabash Screen Door Co. . . . . Chicago, Ill
Warren Axe and Tool Co. . . . . Warren, Pa.
J. D. Warren Manufacturing Co. . . . . Chicago, Ill.
Ch. Williamson Wire Novelty Co. . . . . Newark, N. J.
Warwood Tool Co. . . . . Wheeling, W. Va.
The Wood Shovel and Tool Co. . . . . Piqua, O.
Wadsworth-Howland Co. . . . . Chicago, Ill.
Wilcox Manufacturing Co. . . . . Aurora, Ill.
L. & I. J. White Co. . . . . Buffalo, N. Y.
White Mountain Freezer Co. . . . . Nashua, N. H.
Yale & Towne Mfg. Co. . . . . New York City
Youngstown Iron & Steel Roofing Co. . . . . Youngstown, O.

OPENING SESSION.

WEDNESDAY, 2.30 P. M.

NOVEMBER 16TH.

The opening session of the American Manufacturers' Association was held in the hall of the St. Charles. It was executive in character and was therefore attended by members only. President Birge opened the session with his annual address, delivered in his usual forcible manner, and it is needless to say it was received with much applause. Mr. Birge spoke as follows:

ADDRESS OF PRESIDENT J. C. BIRGE.

Without reciting the many questions which were subjects of consideration at your convention held in June last, it seems proper to refer to one matter, which, since that meeting, has become the theme of wide discussion.



ST. CHARLES HOTEL, ATLANTIC CITY, N. J.

An able and thoughtful communication, published in the *Iron Age* over the signature of a prominent St. Louis merchant on the subject of Catalogue house competition, also personal communications from two other leading jobbers, each bearing chiefly upon the same subject, led to the belief that this topic was likely in time to become of some interest to the trade. Without having received any suggestions from any representative either of the Retailers' or the Jobbers' Associations, your Executive Committee invited Mr. E. C. Simmons and Mr. W. R. Belknap, the gentlemen already referred to, to make the trip to Atlanta to address you. They accepted your invitation and presented the subject of

CATALOGUE HOUSE COMPETITION,

to which you devoted the morning session. In the afternoon, through the courtesy of the Southern Hardware Jobbers, you having adjourned for the purpose, you were permitted to listen to another able and thorough presentation of the same subject by Mr. S. Norvell, who was the guest of the Southern Jobbers' Association. Although at that time neither of these speakers had been identified with either of the Hardware Associations, yet it would be difficult to secure a more able and exhaustive presentation of this new subject, or by merchants who are more representative by reason of their recognized prominence and extensive trade.

The opportunity to listen to these gentlemen seemed to be highly appreciated, and their words met with cordial response in a generally expressed desire, as far as possible, to work along any reasonable lines in harmnoy with the wishes of the merchants, and this largely because of the obvious fact that the manufacturers are as deeply interested in the prosperity of the trade at large, the retailers included, as the jobbers can possibly be in the success of their customers.

The discussion at Atlanta was followed by the organization of a Joint Committee on Catalogue House Competition, embracing representatives from the two Jobbers' Associations and the National Retail Associations. The past Summer has given evidence of increasing interest in the subject. The first official communication from the committee, which has been given to the public, we believe to be a recent report to the jobbers, indicating that with it was enclosed a digest of Catalogue House prices. Although the report does not professedly concern us as manufacturers, nevertheless as it was published in the leading trade journals last month over the signature of the Secretary's Committee, and it being in part an open letter, setting forth with much particularity the attitude and motives of manufacturers in relation to the question, may justify us in bringing the history of the subject up to date. The communication makes no reference to this association or specifically to any of its members, but it is reasonable to suppose that some of our members are in the focus of its searchlight. The following quotations taken from the report doubtless expressed the honest opinion of its writer concerning the psychological condition of the "certain manufacturers:"

"It is quite evident from our experience with certain manufacturers that they are slow in admitting our claims, not because they do not see the justice of our cause, not because they care particularly for the business of the Catalogue Houses, but more because it ruffles their pride to be called to task in the matter:"

Only since our last meeting, so far as we knew, has Catalogue House trade in the Mercantile code been classed as a misdemeanor, even yet the reform has spread chiefly through Hardware lines. It is therefore not strange if, as is implied by the report, some especially captious manufacturer was "Called to task in the matter," having been upbraided for the error of selling Catalogue Houses, that such manufacturer's "Pride might have been ruffled." This result would be quite possible if the censure were

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administered by some converted jobber, who but yesterday had come to see the error of his ways, and then discontinued the practice. We must remember that the disclosure of this evil has been so sudden that even now some manufacturers, who have walked in darkness, may still have failed to see the light. Reformations rarely come like tidal waves, sweeping everything before them.

Another clause in the report is as follows:

"Why should the Associated Jobbers and Retailers be criticized for having a

JOINT COMMITTEE

to look out for our mutual interests?" This interrogatory is propounded with such apparent seriousness that it leads to the belief that its writer is really in earnest. Having taken up this subject voluntarily at our last meeting, giving to it the first general hearing which the subject ever received, listening seriously and attentively to the extended addresses upon it with hardly a word of dissent, the merchants might safely have regarded the attitude of the manufacturers as being as favorable as could reasonably be expected upon an absolutely new proposition, and especially so when they are advised that a number of our influential members who have for many years dealt very largely with Catalogue Houses, have withdrawn from that trade with a view to co-operate with the merchants.

The plan of forming the Joint Committee, and especially the character of its personel, has been the subject of individual commendation by our Executive Board and members generally, as far as heard from.

If the committee really intends to convey to the trade at large their opinion that you have not moved with due celerity in this matter you may find yourselves in the same frame of mind as was the young man, an heir to his father's estate, and who for many years had been defending his rights against a claimant. One day in a moment of disappointment he exclaimed: "This thing is giving me so much trouble that I am almost sorry that Dad died."

SOURCE OF PROFIT.

The report of the Joint Committee makes mention of the large fortunes which manufacturers have made. To quote literally, they state that through our patent laws "on such articles," you are "Absolutely masters of the situation in regard to profits." That the tariff laws "have practically given you control of the markets of the United States," and that selling arrangements with a large number of manufacturers "have practically eliminated competition." This flattering declaration may come as a revelation to many of you who may not have realized the power supposed to be at your command.

It is hardly possible that these statements are made with the view to boom the stock in manufacturing concerns or to favorably influence your standing with commercial agencies, but it does show that the committee endorses the familiar arguments to the effect that general prosperity exists as it did not exist a few years ago, when for a long period many great factories lay with smokeless chimneys and the fortunes of owners melted away in spite of tariff and patent laws.

TARIFF.

This tariff question in America, like the contents of a delicate stomach on shipboard, is likely to come up at any moment. It may not be clear to you who are now struggling with intense local competition that a tariff which compels you to pay three to four times as much for a day's labor of eight hours that is being paid for ten to twelve hours' service in other countries, thereby enabling the American artisan to spend a much greater amount of money with the merchants than he otherwise could do, is not as great a benefit to such merchants as it is to the manufacturer who pays the increased wages. Eighty per cent of the cost of some Hardware is represented by labor at factory, mine or in transit.

If, as the result of free trade or a failure of the manufacturer to meet foreign competition, European Hardware should supply our markets and the workmen who made those goods should spend their money in Europe, as they certainly would do, would our merchants profit more largely than if American workmen, receiving good wages, should buy all their goods here as they now do?

Would the Catalogue Houses under those conditions experience more difficulty in obtaining supplies than they did when the jobbers sold them freely, or than they now do from American manufacturers, the greater number of whom have manifested considerable bias in favor of our own jobbing trade?

It is safe to assume that the statements in the report concerning your large profis and the alleged cause of those profits, is not so much to disclaim the advantage which the merchants certainly derive from well paid customers, as to convince the very many who will read the report, that you, as manufacturers, are reaping very large profits and are therefore well able to confine your business to such channels as are indicated. Over the

SUBJECT OF PATENTS,

to which they also refer, there seems to be a glamour like that which is characteristic of many far away mining schemes. The writer of the report has possibly been more fortunate in his experience with patents than have some other business men. There are manufacturers who have acted on the general advice of a certain New England father who had sent his son to New Orleans to operate in cotton. Not receiving any reports from the young man for a considerable time, he telegraphed him to learn how the business was progressing. The son wired the reply. "I am about even on cotton, but am nine dollars and a half ahead on draw poker."

Personally, I have no knowledge of the business last referred to, although it is a Hardware term, but there is nothing to prevent any business man from dropping his regular calling to stick to patents, if he believes there is profit in them.

Some inventors and patent right men have secured profits from patents, thousands have lost what they once possessed. No one will begrudge the success of an inventor, be he a day laborer, merchant or farmer, who uses his brains to turn the forces of nature to the benefit of mankind.

It is said that in science "the man who discovered the telescope and first saw heaven was repaid by imprisonment, the



JULIUS C. BIRGE,
PRESIDENT.

man who invented the microscope and first saw earth died of starvation."

Manufacturers of staple Hardware are seldom beneficiaries in patent articles. American Hardware manufacturers who do control them will use them with little regard, except to stimulate a demand for their goods. They will use the best machinery, whether patented or otherwise, and the best methods within their reach, and if some one's patent is desirable to improve their products they are likely to purchase it.

It is safe to assert that when the difference in the prices paid for labor is considered, American manufacturers make and sell their goods whether patented or otherwise in America as cheaply as similar goods are sold in Europe.

They also have a much higher regard for the so-called regular avenues of trade than do foreign manufacturers, who, as is well known, regularly solicit and sell to small retailers and consumers, and in fact to any trade that will purchase.

TRADE AGREEMENTS.

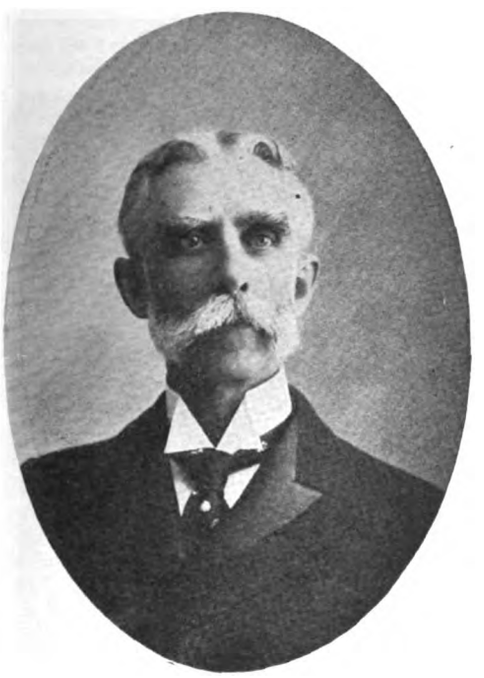
A word concerning trade agreements which is suggested as a source of manufacturers' profits. It is doubtless true that a policy agreed upon by members of any one manufacturing company or by the trade in general, looking to the removal of unbusinesslike practices, and the reduction of needless expenses, is in

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many cases of advantage to the merchant, also the manufacturer. The policy of an individual manufacturer or merchant is as likely to be unfavorable to the trade at large as is the agreed policy of an association of manufacturers or of merchants. In the latter case there is usually given due consideration to the relative standing of retailers and jobbers, which should be on an honorable and healthy basis for the benefit of all.

The associations of jobbers and of retailers doubtless have in view through mutual agreements the bettering of their condition by the removal of various evils and as far as possible the regulation of prices and the methods of selling goods through the channels by which they believe the manufacturers' goods should be distributed. This also would seem to be beneficial and profitable to the mercantile trade, otherwise the various trade organizations now so numerous would not be maintained.

In other words, trade agreements, and associations of various kinds, exist in endless variety in every department of activity. They may be of equal benefit to merchants, to workingmen, who use them extensively, or to manufacturers, and so long as they are honorable they will be mutually respected. The Associated Press, one of the closest and most complete organizations of this nature, gives to its membership of the daily newspapers great advantages through co-operation in economically securing and distributing news exclusively for its members. Placed between organized labor on one side and organized customers on the other, with the attrition of bitter competition in the middle, thus between the upper and the nether mill stones the position of the manufacturer may not be as peaceful as this committee's report would indicate.



F. S. KRETSINGER,
VICE-PRESIDENT.

The purpose of this introspection is, if possible, by an examination of ourselves to ascertain if the attitude of this association as a body concerning this catalogue house question has been consistent and friendly or otherwise. If it were not the desire of our members to work if possible, and as far as possible, in harmony with the merchants, you certainly would not be in attendance at a convention where you expect to be with the merchants in joint session.

The high character and unquestioned integrity of the members of the Joint Committee should be an assurance to us that they will not intentionally place the manufacturer in an improper light. As they are strong and vigorous business men, they will press this matter, which has been committed to them, and the hope will be that in view of the many interests involved and the different view points from which some manufacturers are compelled to consider the matter, they will exercise patience with their perseverance.

There appears to be no official action which we are called upon to take in the matter.

TRADE MARKS AND SPECIAL BRANDS.

In the consideration of the subject already referred to, it appears that there are a few of our members who ask the question, that, having discontinued the sale of their goods to catalogue houses, to retailers and consumers, all of whom buy their regular brands, and hereafter if they restrict their trade absolutely to jobbers, who will use exclusively their own private brands, what would be the future of manufacturers' trade marks, their reputation, which has been acquired as the result of years of honest effort and patient skill, and, in fact, all that enters into what is known as the good will of the business?

At our last meeting, finding ourselves facing this problem, by your unanimous vote, you made the subject of jobbers' special brands as one to be considered at this convention. Your Executive Committee has therefore arranged for an executive session to consider this question to be held on Thursday a. m., to which accredited members of the National Hardware Jobbers' Association have been invited. It was thought proper that, as on some other subject we should hear from the jobbers that we might be informed on the matter from their standpoint.

By Special Brands, as considered at your last convention, was meant in general all the many brands and labels which are adopted by merchants and which become their private and exclusive property and which may be placed on goods which they may buy from any factory or from various factories.

Each jobber may control and use a number of these brands. One manufacturer has stated that at the time when he made an investigation there were in his establishment goods bearing 248 varieties of jobbers' brands and that on his shelves were more than 1,400 different kinds of labels, which he is regularly called upon to use.



H. B. LUPTON,
VICE-PRESIDENT.

It therefore appears that the subject is one of commanding interest to nearly all manufacturers. You have the opportunity at this convention to fully discuss this subject with the jobbers. A perfectly frank and plain statement of the situation as you see it, if made in the right spirit, is sure to command the respect of the jobbers and retailers. They have speakers already chosen who are certain to speak with absolute freedom, knowing that you will receive what they may present as you would any business proposition from fair-minded, honorable business men. If they were to speak reservedly and with the fear of opposing your views it would be useless for them to undertake the preparation.

Therefore, if the subject interests you or is likely to interest you in the future, take it up as freely as they will do while it is in reach.

LABOR.

Archbishop Glennon the other day expressed his objections to certain proposed amendments to the constitution of the State of Missouri, which contemplated a fixed annual tax for free school books and the pensioning of policemen. The chief ground for objection was that it was a step toward socialism. This position was bitterly criticized by the socialists. In his sermon of last week the Archbishop is reported to have said that the socialists admitted that the measure was socialistic, but they further declared that they were in favor not only of free text books, but also of free food and free clothes. The main body of workingmen have too much self-respect to assume such an attitude, but the leaders of many unions certainly entertain this position.

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It therefore seems a travesty on labor to state that the labor question is again before us for consideration, when in fact the real question is concerning the prevention of labor, in other words, idleness, enforced by socialistic and anarchistic leaders, men of the type that stopped the business of a dozen railroads, destroyed hundreds of loaded freight cars and other valuable property in the Chicago strike, the loss of which fell more on widows and orphans than on railway managers; men who blow up mines and depots to kill friend with enemy, men who will prevent industrious, law-abiding workmen from earning a living for their dependent ones, men who argue for free food and free clothes to be earned and paid for by men who do labor, men of the Sam Parks type of leadership, who not only draw salaries from the honest, helpless workmen whom they dupe, but in many cases levy blackmail from employers. At times, by the consent of some one, they control powers for destruction greater than that which rests in the hands of any other existing human agency in time of peace. These persons pose as laboring men, and characterize those who object to their methods or who would employ or patronize other than union establishments as enemies of labor. All this while the real laborer, who every man respects, is prevented from pursuing a chosen calling at will or from developing that skill which with patience and thrift has led thousands of steady men to prosperity. Nearly all of these factory managers and officers, beginning at the bottom of the ladder, have led the strenuous life. Being one of the many who are here and who have labored the long hours of each day, before modern regulations shortened the day's work and introduced numerous holidays, we certainly share with each other in profound respect for the working man. We have been there. None but the dissolute among the poor look upon those in apparently easy circumstances as their natural enemies or desire to pillage their homes or destroy their property. None but the dissolute among the rich speak in the approbrious terms of the vices and follies of the poor.

The advantage and propriety of workingmen's unions had been generally recognized so long as they were led by honorable men, having in view the improvement of their social, financial and moral condition, or any honorable ends. When unionism is led to anarchy and the abandonment of moral obligations, the quicker we study the cause and the remedy, the better. The issue should be met, and met squarely.

Before concluding please permit one concrete illustration of union leadership as many labor unions are at the present time directed, and showing the uncertainty of agreement and arbitration so often recommended.

Several months ago accredited representatives from each of the States and Territories in the great Louisiana Purchase, having convened, decided that the centennial of that purchase should be celebrated by an appropriate exposition. St. Louis being its largest and most accessible city was at a later meeting unanimously selected as the site for the celebration, and its citizens were invited to assume that vast responsibility, which was sure to devolve upon the city where it would be held. The United States Government formally approved the plan and it became a national enterprise.

Previous to the election of directors or the inauguration of any work, it was urged by the business men that the labor features of the undertaking were of vital importance and that an agreement and understanding with the building trade unions at the outset should be reached to prevent strikes and misunderstandings and resultant delays in the work, and which agreement would be better for all parties in interest than arbitrations and delays after differences had arisen The official head of the Building Trades Council was accordingly invited to a subsequent meeting. He was given a full history of the enterprise and the plans, so far as they could be outlined—that as a condition precedent to entering upon them, the citizens and city of St. Louis must provide at least $10,000,000 in cash, the State of Missouri more than $12,000,000, and the government and other States an amount to make a total of $40,000,000. The greater part of this enormous sum was to be expended for labor and the union laborers would be the greatest beneficiaries. He was informed that the directors expected no reward for their arduous labor and responsibility, the stockholders expected little or no dividend. Their own government, State and city would make their appropriations for the benefit of the people. It was not an enterprise for pecuniary profit, but for the education and edification of the masses, old and young, for all the world would be brought together . Every branch of science, art and learning would be represented. The most eminent scholars, artists, musicians and scientists would be brought together, contributing their best thought and productions and from which all might profit.

Having presented substantially this outline, it was said: We desire to know before proceeding with this tremendous undertaking what will be the

ATTITUDE OF THE LABOR UNIONS?

If we thus recognize them will they avoid demands for increased wages on World's Fair work? Will they evince the same civic and patriotic pride as would be shown by those who cast in their thousands of dollars? Will they prevent strikes and enjoy the advantage for work which this great undertaking afforded?

The matter was laid before the branches of the Building Trades Council and reported back in all respects favorable to all the requests made The union official was accordingly elected a World's Fair director, that he might be kept in harmony with advancing events.

Instead of five millions, responsible citizens of St. Louis subscribed and have paid nearly all of five and a quarter millions dollars stock, the city, States and government have paid what was asked from them, foreign nations have done their part. The first preliminary contracts were let and union labor was exclusively used on such work. Scarcely had the workmen's trowels been wet in the first mortar when demands were made for advanced wages. They were followed by strikes in rapid succession until the end, many months being spent by one trade, then another, in idleness. Hardly was one demand met and admitted when within two weeks it might be followed by another in



F. D. MITCHELL,
SECRETARY-TREASURER.

the same craft until step by step they reached in several trades $8.00 for eight hours' work, with a reduced amount allowed to be accomplished, forty per cent below the regular amount and double wages for overtime, the rates being higher than charged outside the grounds.

Non-union men doing little jobs for exhibitors were assaulted. The Fair must be ready. Near the completion about 30,000 men were working on the grounds, receiving in the aggregate $75,000 to $90,000 per day more than agreed. A willingness was shown to wreck the entire enterprise by demands and delays. The association by reason of this infidelity was compelled to ask the U. S. Government for a loan of $4,600,000, not one cent of which would have been asked for or required had the building trades unions lived somewhere within the spirit of their agreement.

It may be useless to ask where were the greater number of such leaders born, where did they receive their training. We have associated with us in our various establishments men in the greater number of whom we have implicit confidence. In many cases this is the result of years of mutual friendly relationship, which make us to feel the deepest interest in their welfare. They are workingmen and are no more to be classed with the labor leaders who are upturning many good enterprises than you manufacturers are to be classed with those who produce nothing, and profit only by the loss of others. The real laborers and manufacturers are producers, therefore your interests should be in common. It will be our privilege at this convention to listen to Hon. D. M. Parry, who will lead us to a better knowledge of these relations.

Our periodical gatherings with all their pleasant features also become the occasions for serious thoughts.

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At our last annual meeting there were present two familiar faces that we do not see here to-day. Mr. Oliver Williams, of Catasauqua, Pa., who was at the head of a number of important industrial establishments and who was the chairman of one of our committees, has passed to the beyond. Mr. Williams represented the highest type of Christian manhood. He was a benevolent, systematic and successful businses man, an able writer and a felicitous speaker. We will never forget his genial presence, his clear and logical utterances, always given in a happy vein, which betokened his generous impulses and noble spirit. His seventy-two years seemed to cast a sunshine on his silvered brow.

Later and on the 18th of last month at Riverton, N. J., Mr. Tom Almgill, of G. & H. Barnett & Co., also passed away. Mr. Almgill was a prominent figure in our gatherings. He was highly respected and beloved not only by our membership, but by a very wide circle of friends both at home and in ather circles throughout the country. Thus the milestones into headstones change.

The thanks of this body are due to the members of the Executive Committee and to the chairman of other committees for the untiring and intelligent services which they have given to the work of this association. You have among them and in the rank and file of your membership the best material for which to select a capable presiding officer, who, at this convention should be elected to succeed to that position, and to whom you will certainly give the cordial support which you have accorded to the present incumbent.

The regular order of business was taken up, including the secretary's report and the reports of the several standing committees, all of which was executive in character.

THURSDAY MORNING SESSION.

The Thursday morning session of the Manufacturers' Association had been scheduled as strictly executive, but there was such a universal demand for admittance on account of the principal address that the doors were thrown open to all jobbers and guests. President Birge opened the session with a pithy speech, introducing David M. Parry, president of the National Association of Manufacturers, who read the following address:

THE LABOR PROBLEM—ONE OF EDUCATION.

BY THE HON. DAVID M. PARRY, PRESIDENT NATIONAL ASSOCIATION OF MANUFACTURERS AND THE CITIZENS' INDUSTRIAL ASSOCIATION OF AMERICA.

We have fallen on singular times. Axioms are no longer operative. Natural laws, supposed to be unalterable, are bending to the requirements of theories. Twice two is no longer four and things fall up instead of down. Supply and demand is an invention of capitalists for purposes of oppression, and individual liberty is fairly lore designed to lead astray the fancy of the workingman. This Republic of ours is only a fabric of the "money kings" erected for their own selfish ends. Labor is not free, but manacled, urged to its tasks by the lash of heartless masters. God no longer reigns and the government at Washington is run by the plutocrats.

I know all this is true, for I have been reading the speeches of agitators and the expressions of labor newspapers. Another mental excursion of this sort and I shall pursue my daily walk in a spirit of utter pessimism. I shall lose faith in my fellow-man and all his institutions. I shall flout the lessons of civilization and the teachings of the church and lift my hand against my brethren. Take a course in labor literature, run through the files of its newspapers, examine its propaganda and cease to wonder at strikes and deeds of violence.

Nearly all industrial disturbances, such as strikes and lockouts, may be traced, in a final analysis, to

A MISUNDERSTANDING BETWEEN THE EMPLOYER AND EMPLOYE.

Taken individually, men are reasonable beings and disposed at heart to do the fair thing. Man to man, employer and employe could not hold irreconcilable differences. Talking man with man they could quickly come to an understanding and find that their mutual interests are identical.

What, then, is the trouble? I can give it in a word—the teachings of trades-unionism. By its fruits you may know it. Leaving out of the question the right of men to organize, which no one denies, let us see what labor unions have come to stand for.

In their earlier growth in this country labor organizations had the sympathy of the public. Every effort of the workingman to "better his condition," as the phrase went, was encouraged.

ORGANIZED LABOR WAS PETTED AND CODDLED

until it began to believe it was about the only factor in the industrial world worth thinking about. Justifiable pride in the dignity of its calling developed into a bit of bumptiousness. The country assumed that its purposes were sensible and worthy. It believed that the mission of unions would mean greater intelligence and efficiency among its members, and, because of this increased intelligence and efficiency, a higher scale of wages. The natural supposition was that organization meant mutual improvement and greater skill among the members. I shall be charitable and assume that these worthy aims were the motives of the first organizers in this country. But with increased power came abuses. Selfish leadership saw its opportunity. It would not rule by reason—it desired to rule by force. It won victories. It caught the individual employer unprepared. His concessions were answered by demands more and more unreasonable. He was confronted with a situation that threatened disastrous consequences. He saw others ignorant and unscrupulous in complete possession of his business.

These evils grew by what they fed upon. The victories of organized labor attracted to its ranks the idle, the vicious and the incompetent. It ceased to stand for efficiency; it became a sheer aggregation of muscle. Fitness was no longer a requirement for membership, but only the physical power to hurl a brick.



HON. DAVID M. PARRY,
PRESIDENT NATIONAL ASSOCIATION OF MANUFACTURERS.

ORGANIZED LABOR HAD BECOME ORGANIZED VIOLENCE.

Still the public was patient. It had not yet separated in its mind the labor organization from the individual workingman, whom it respected and toward whom it was kindly disposed. But the public patience was to be further tested. Reckless leadership went on with its program. It bullied the conservative membership in its own ranks and inflamed the passions of its ignorant following. It filled the minds of workingmen with hostility toward employers and held up before them visions of a new and ideal social state that was to result from strange and ridiculous economic theories. Finally, and worst of all, it tried to establish in the minds of workmen the dangerous distinction of classes—the capitalist, who oppresses, and the wage earner, who is a slave. For the conservative membership labor leaders had intimidation; for the envious and thriftless they had cupidity; for the vicious, the appeal of hate. For examples of pure, despotic government go to most of our labor unions. There is no tryanny like that of ignorance suddenly elevated to power.

BUT ALL EVILS CARRY THEIR OWN REMEDY.

Reckless leadership had rope and it hanged itself. Coercion went one step too far. The employer, driven to the limit of tolerance, turned. The manufacturers of the country were forced to organize for self-defense—self-defense, pure and simple. And that is the attitude they occupy to-day. Individually, there may be some whose conduct toward those they employ is open to severe criticism, but I do affirm that employers as a class in this country wish to see their employes prosperous and contented, and never for a moment have they entertained the notion of "crushing labor." Crushing labor! The idea is so preposterous that it could have originated only in the minds of those irresponsible agitators and leaders, who live by strife and whose occupation would disappear with the establishment of industrial peace.

But self-defense implies warfare. Industrial peace cannot be

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established by employer and employe standing on guard one against the other. Influences must be set in motion that will be permanently corrective. Remedies must be applied that will reach the seat of the disease. As I have intimated, misunderstanding of motives and misconception of the eternal laws back of all industrial progress are largely responsible for our present troubles. Our main reliance, therefore, must be education. This is the great work that must be undertaken by the employers of the country. The plan may seem slow, but it will be sure and lasting in its results.

EDUCATION MUST LAY THE BROAD AND DEEP FOUNDATIONS ON WHICH INDUSTRIAL SOCIETY CAN BUILD WITH CONFIDENCE.

There is no better time for beginning this work than the present. The organized opposition of the Manufacturers' Association and of the various bodies of the Citizens' Industrial has served to make organized labor pause and think. Its hitherto unchecked and lawless march has been forced to halt. Discontent is springing up in organized labor's own ranks and the membership is falling away. Sober-minded workmen are beginning to see that force methods cannot avail and that organized labor has been built up on a wrong principle—the principle of hostility instead of mutual helpfulness.

The employers of the country, large and small, must set to work unitedly to correct the peculiar fallacies that organized labor has conceived of economic laws. By their negligence and lack of co-operation employers have been partly responsible for these conditions. From the very inception of organized labor

THEY HAVE PERMITTED AGITATORS TO PREACH THE DOCTRINE OF HATE AND DESTRUCTION

without contradiction. Labor unions have become so many forums in which the gospel of confiscation, law defiance and disrespect for all authority have been preached. Here have the peculiar economic notions of agitators been promulgated: here men have learned to do as little work for their pay as they can. They have been taught that the employer is a slave-driver whose wishes are to be regarded with suspicion if not openly resisted; that there is just so much work to be done in the world and that a too willing industry on the part of any one man may deprive another of the opportunity to labor; that the demand for and the consumption of products remains a fixed quantity requiring the restriction of output in order that the members of organized labor may be kept at work; that the shop must be closed to independent workmen; that

THE LINE OF DISTINCTION BETWEEN THE CAPITALIST AND LABORING MAN IS RIGIDLY FIXED

and the laboring man cannot cross it; that the police and courts of law are but the machinery set in motion by capitalists to keep labor in subjection; that the militia are armed through the "money power" to overawe labor; that labor produces all things and is being robbed of the profit, and, finally, that we must have an entirely new economic system before labor can "break its chains."

Does not all this constitute a ridiculous philosophy? You wonder that sane and sensible men could be induced to accept it? Then remember that organized labor has preached such doctrines year after year, and you, employers and manufacturers, have treated the matter with indifference.

ORGANIZED LAWLESSNESS HAS CONTINUED TO DISSEMINATE ITS FALLACIES

and you did not lift your voice even in protest, until the natural results of such preaching manifested themselves in scenes of violence. The tone of American citizenship has been lowered, the very principles on which this government was founded have been scouted and treason itself has stalked up and down the length and breadth of the land.

The work of education will not be easy nor is it a work that can be undertaken spasmodically. It must be carried on soberly, calmly, but without cessation. You and I may not live to see its final fruits, but that it will grow at last into full fruition is as certain as that truth and right are stronger than error and wrong.

To comprehend more fully the nature of the task before us let us examine some of the results of organized labor's teachings. On the very threshold of our work we are confronted with the spirit of prejudice and hostility. Employers are regarded as enemies. Labor leaders have been shrewd. They saw that no influence could maintain the alignment of their forces like that of hate. It closes the mind to reason. It sees behind every friendly advance some dark or ulterior motive. Attend some labor meeting and prove my words. The employer's name is mentioned with bitterness and to him are imputed the possession of all unworthy motives. "Don't listen to him," is the attitude. To foster the spirit of hostility has been the aim of labor leaders and demagogues that attach themselves to the union to show that labor has been badly abused. Isolated instances of rapacious greed and other evils in our political and social system (for no human institution is perfect) have been made applicable to our whole industrial system. Take up most of the four or five hundred labor papers in this country and you will find paragraph after paragraph of the most hopeless and distressing sort. I quote:

"One of two things must happen in this country. There will be a set of castles and lords on the one hand and hovels and slaves on the other, or else the common people will come together and assert their rights and be free for evermore."

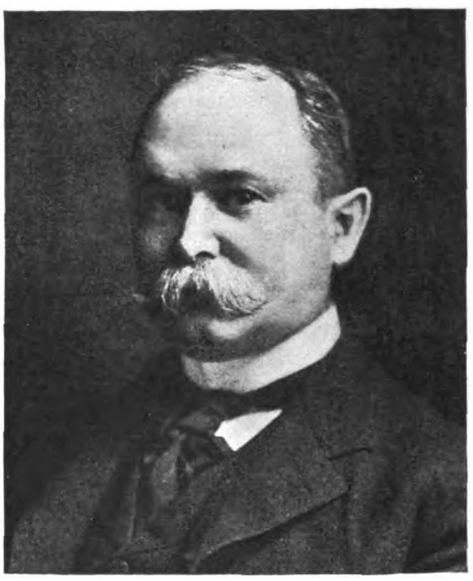
"Wouldn't it seem funny for the President to appoint just one workingman to the cabinet? The workers are treated as so many cattle. They are not supposed to have enough sense to fill any position except dog pelter."

"The scope of the constitution was never intended to oppress the great body of the people and protect and enhance the fortunes of the few."

"When freedom of action is restrained and the laborer becomes a machine governed by a time-piece, it is folly to talk of either labor or the laborer being noble and holy."

WHAT IS THE NATURAL RESULT OF SUCH TEACHINGS?

Take any man, I care not how comfortable may be his condition in life, and pour into his ears day after day stories of ill-treat-



FAYETTE R. PLUMB,
MEMBER OF ADVISORY BOARD.

ment and he will come at last to believe them himself. He will become bitter toward the world and all his fellowmen and finally come to rest in the belief that all mankind is in a conspiracy to work his ruin. If such a fate can befall an individual how much more pernicious is the doctrine of misfortune when taught in an organized body whose inclination in considering grievances is to magnify them.

It is a lamentable fact that this spirit of hostility between the employer and the employe permeates almost every condition of life. You come in contact with it in your homes where those you have employed to help you grudgingly obey your instructions or constantly assert in manner, if not by word, that they are "just as good as you are"—a question that you have not attempted to raise. You meet it in the shop where employes take little interest in their work and drop their tools on the stroke of the hour. I charge present day unionism with the responsibility for these conditions.

ORGANIZED LABOR HAS DRAWN THE CLASS LINE

and erected a barrier against the employe rising to places of responsibilty and trust in the business, in which he is engaged. A spirit of co-operation with the employer, a personal interest in the business on the part of the employe have no room to develop. No incentive spurs on the employe, he continues to work year after year for the wage fixed by the "scale" and then becomes ready in his old age to demonstrate by the illustration of his own life that the workingman as against the capitalist has no chance. Instead of benefiting him the union has dwarfed his powers and left him in his old days "naked to his enemies." To sweep away

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this spirit of hostility of the employe toward the employer is one of the most difficult things our work of education has to encounter.

The negligence and indifference of employers have been in part responsible for the growth of wild economic ideas. Well established principles of social economy are lightly brushed aside. Artificial methods for raising wages have been substituted.

TO BEAT AN EMPLOYER WITH A CLUB UNTIL HE PURCHASES IMMUNITY

is an economic law so plain that even the dullest mind can understand it. The bigger the club the higher the wages; what could be more simple? The more men organize the less the employer's power of resistance and the greater the gain to unionism. Let every employe come in and share in the blessed results of this latter-day economy. For a certain contribution of muscle you get a certain wage. Superior physical prowess backed by a dirth of conscience and a reckless regard of consequences entitles you to leadership—another benefit of the modern economic law.

One of the most absurd principles of the new political economy is that the employer can raise wages at will. Labor is taught that the employer by some occult process known to the capitalist mind draws to himself all the products of its toil and will give up his ill-gotten gains only as he is compelled to do so by physical force. The fiat method of acquiring wealth can be made so plausible that very intelligent people are often caught by it and in many labor unions it has become a cardinal principle. The desire to get rich quickly has little patience with the rigid fact that there is no royal road to wealth. The result of this teaching is that members of

LABOR ORGANIZATIONS DEPEND LESS AND LESS ON THEIR OWN THRIFT AND INDUSTRY

for acquiring a competence and lean too much on the union. Gradually losing sight of the necessity for individual effort they underestimate the potency of small savings and let fall from their habits of thrift. When they want more money, they will simply go to their employer and demand it.

The truth is, of course, that neither the employer nor employe can affect the rate of wages except in a slight degree and never permanently. Quibble as you will, the law of supply and demand remains. It is irrevocable and inevitable. Brush it aside and it will swing back to remind you of your folly in a way that you will not forget. The welfare of labor cannot be advanced by physical strife. Economic laws are not subject to the swing of the bludgeon. They are beyond the power of men to alter. The production per capita fixes the rate of wages. If the average amount of product per man is high wages will be high. The reverse of this proposition is also true.

GREATER PRODUCTION MEANS GREATER CONSUMPTION

because of the natural fall of prices and the greater employment of labor to supply the increased demand.

Trades-unionism of the present day rests upon the assumption that wages can be raised artificially. That theory is its cornerstone. The membership, if you will, is held together by this "cohesive power of public plunder." To obtain higher wages by force is the very reason of its being. It recognizes the power of numbers and not the power of intelligence and efficiency. But back of this main tenet are other fallacious theories which are necessary deductions from the first and prime false assumption, for when men attempt to set aside plain economic truth to carry out their desires there is no limit to the absurdities they will preach.

Organized labor, for instance, rests under the delusion that

WHEN HIGHER WAGES ARE SECURED THROUGH THREATS OR INTIMIDATION, SOCIETY IS BENEFITED,

because the oppressive employer has been compelled to distribute some of his booty and the buying power of labor has been increased. The preachers of false economy disregard the fact that capital does not pay the increase, but the general public, which is largely constituted of labor itself. Labor but takes the money out of one of its pockets and puts it in another. Higher wages that call for higher prices for products is not a condition that makes for the benefit of either labor or the general welfare.

There are many other theories, which, put in practice, aim at individual liberty, and which, if allowed to go on, will work great harm, if not destruction, to our institutions. Every failure of organized labor to carry out its wishes in the face of economic laws only calls for other absurd methods of procedure to bolster up and sustain a fabric that rests upon false assumptions. We have, therefore, the desperate remedies of restricting output and of limiting the number of apprentices, both aimed to establish a despotism of trades-unionism. Organized labor says that no workman shall carry his industry beyond a certain point—he shall labor only so many hours and he shall do only a certain amount of work. The dullest man's accomplishments become the standard of all.

YOUNG MEN SHALL NOT BE PERMITTED TO LEARN A TRADE

unless they first obtain permission from union labor. Think of it! Their right to live given over to another's caprice! Do you wonder that the juvenile courts are filled and that the problem of the idle young presses with ever increasing force upon the attention of our municipal authorities? How hypocritical, in the face of this policy, becomes the pretense of organized labor that it is engaged in the work of uplifting humanity!

Another policy that is aimed to establish the rule of unionism is that of the closed shop. Its general adoption throughout the country would mean the destruction of individual liberty. No workman could obtain employment until he consented to conditions that, as a free man, he would not be legally required to conform to. Before exercising his possession of liberty, guaranteed him under our free institutions, he must bow to other authority. His liberty is abridged. No labor union has a right to say that a man shall or shall not work, nor does it have the power to say so unless it is stronger than the government which says he can work for whom he will and at whatever price he sees fit. If organized labor says that an employer shall give employment to only union men then the employer can say to union labor that it can work for no one else. Either proposition is intolerable slavery.

The movement of organized labor for the closed shop was a bold one. Many of labor's friends could scarcely credit it until



ROBERT GARLAND,
OF EXECUTIVE COMMITTEE.

all disguise was thrown off. That the policy is aimed at individual liberty is so plain that the public cannot be deceived. A simple statement of its character is sufficient to bring down upon it the condemnation of the entire country.

Having hastily sketched the situation, let us see what is being done to meet it and what is yet to be done. A few years ago the members of the National Association of Manufacturers, which had been working principally along the lines of increasing our export trade, awakened to the fact that something had to be done to meet the aggressions of organized labor or hand over to it the control of their businesses.

INDUSTRIAL FREEDOM WAS IN THE BALANCE.

It was, to my mind, a critical time in the history of the country. Organized labor had thrown off all disguise and revealed its socialistic features. It was regarded as a foregone conclusion that the eight-hour bill would be passed by Congress and other measures tending to usher in a socialistic form of government would be presented. The new movement on the part of the manufacturers met with instant encouragement from all parts of the country, showing how badly the need of it was felt. Within a year after the Indianapolis convention the Manufacturers' Association had increased its membership by over 1,000 and the same rate of growth marked the years that have followed. The protest made by the association against the lawless and socialistic methods of organized labor had an instant nnd salutary effect.

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Employers all over the country took courage and public sentiment began boldly to express itself against trades-unionism. The press of the country, hitherto supporting the unions or lukewarm in their criticisms of them, began to expose their folly and recklessness. The change in the tone of the press was instantly reflected in the attitude of public men, who, backed by the good citizenship of the country, openly resented the dictation of labor bosses. The forces that were assaulting the very citadels of industrial freedom had received a check.

The subject of a more extended organization was brought to the attention of employers and independent citizenship. It was felt that there were local conditions in the communities throughout the country which only local organizations could meet—organizations composed of employers in all lines of industry instead of an association composed exclusively of manufacturers. The Citizens' Industrial Association was born. The National Association of Manufacturers and the Citizens' Industrial, therefore, stand in a close and friendly relation. Both organizations are working along the same general lines and are one in the purpose of fighting for industrial freedom. In the work of organization before us the bonds between the two organizations should be made as close as possible in order that there shall be no waste of effort.

Since the awakening of employers and good citizenship throughout the country

THE CAUSE OF INDUSTRIAL LIBERTY HAS MADE GREAT PROGRESS.

Strike after strike has failed and the open shop has taken the place of the closed one. Thugs who were accustomed to beating non-union workmen with impunity have been prosecuted and justly dealt with. Many towns have been redeemed from lawless unionism through the Citizens' Industrial Association. Those paternalistic measures, the eight-hour and the anti-injunction bill, have been defeated and the proclamation has gone forth never to be withdrawn that every man under the folds of our flag shall have the right to work when he pleases, for whom he pleases and in accordance with any contract he may choose to make.

Now as to the work that lies before us. The organized employers of the country have accomplished much, but it has been of a defensive character.

A LULL BETWEEN STANDING ARMIES IS NOT PEACE.

The assailants must be disarmed—not by forcible measures, but by peaceful ones. They must be led to understand that those whom they assail are not their enemies, but their friends, and that the blows aimed at our present industrial order are blows aimed at their own liberties.

To this work of education every employer in this country must give his attention. Every good citizen, be he employer or employe, must lend his aid to this cause. The task is one to call forth all our energies.

The National Association of Manufacturers has done much good in influencing public opinion in a general way, and in directly making known to Congress the sentiment of the public at large on certain questions. The Citizens' Industrial can meet the requirements of local conditions and build up through all its branches a healthy sentiment for law and order and industrial peace. So, I appeal to you, members of the American Hardware Manufacturers' Association, to unite in this organized effort. The doctrines of false teachers must be corrected.

Let me present to you a few suggestions in regard to this work of education. In the first place, it has become an essential part of your business. Do not entertain the impression that it is entirely extraneous and to be carried on by others with more leisure and greater aptitude. To not a few of you, perhaps, the question has come home in a way that you cannot disregard. You have seen the freedom of your thought and action menaced—your right to plan unhindered taken away from you. The instability of your workmen and alien interference have become factors that you must reckon with in calculating the profits of your enterprise. The work of education foreign to your business? I reiterate: Education has become a component part of it! From purely selfish motives, if from no other, you must give your support to this cause.

Again, the work of education is a patriotic undertaking. As organized labor sees its force methods defeated through the operation of the natural laws of trade it looks about for new means of accomplishing its wilful purposes. It finds fault with the whole social system and takes to its bosom the wildest polilitical theories. In a word, it would overthrow our present form of government.

THE NATURAL TREND OF TRADES-UNIONISM AT THE PRESENT DAY IS TOWARDS SOCIALISM.

Mr. Debs, the Socialistic candidate for President, went over to socialism after his attempts to run the railroads of the country failed. Mr. Donnelly, of the butchers' union, disappointed in his attempts to control the packing industry, has followed Mr. Debs. Their actions should really occasion no great surprise. They are only carrying out to their logical conclusion the fundamental principles of trades-unionism. The closed shop is a socialistic form of government on a small scale, with the employer as the merely nominal head. And so it comes about that treason is essentially taught in our labor unions. The red flag elicits far more enthusiasm than the Stars and Stripes. Men prominent in the councils of the nation are spoken of with disrespect. Our precautions to preserve peace and order are accepted as obstacles placed in the way of organized labor. On what other theory can be explained the hostility of unionism toward the police and militia? Guardians of the peace are not going to hurt anybody with peaceful intentions. This hostility toward those sworn to execute the laws is a confession of hostility toward the present form of government.

Socialistic papers, some of them with large circulations, are disseminating the doctrine of discontent and calling for united action against our Republican form of government. "As it is now," says one of them, "the working class is taxed $800,000,000 each year to support the government which the rich have instituted to protect their pilfered wealth."

Can you wonder at the effect of these seditious doctrines when the lovers of this Republic are doing little or nothing to counteract their influence? Error will not die of itself. Every voter is a member of the great jury before which causes are tried. We



N. A. GLADDING,
OF EXECUTIVE COMMITTEE.

must present our side of the case and not let judgment be taken by default. In this country, where

EVERY MAN IS AN ESSENTIAL UNIT IN OUR GOVERNMENTAL SYSTEM.

it matters a great deal how he thinks and feels. He can be depended on to do the right thing, the just thing, if he is put in possession of all the facts. To hold ourselves indifferent to the great questions arising in the industrial world is to convict ourselves of criminal negligence, and show ourselves unworthy of all the great blessings this free government has vouchsafed to us. If we love our country we must make some sacrifices in her behalf. We must make more secure the foundations on which our fathers builded.

The good citizens of this country must not be guilty of the folly of relaxing their efforts during quiescent periods. The past year, with the exception of the butchers' strike in Chicago and the Fall River troubles, has been comparatively free of labor disturbances. The present, therefore, is a good time to push the work of education.

MEN WILL NOT LISTEN TO REASON WHEN THEIR MINDS ARE INFLAMED.

The symptoms may not be so feverish, but the disease is in the blood and must be eradicated. The time is ripe for building up the great propaganda work. Let us take a lesson from the socialists themselves. Ben Hanford, their candidate for Vice-President, said during the recent campaign: "The best work and the most important work in the socialist movement is the kind

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of work that all can do. No matter what the things a comrade may be unable to do, each and every one of us can distribute literature and that is the most important thing in our movement. Let each comrade see that his nearest neighbor has some socialist pamphlet, paper or leaflet. See that all the people in your tenement, all the people in your block, all the people in your city, all the people in your township, have something to read on the subject of socialism. Do not leave this work for some one else to do. Do it now. If you work in a factory see that every person in that factory has a socialist leaflet at least once each week. If you belong to a trade-union, see that every member has some socialist literature. See to it that at every meeting of your union every man is given a socialist paper or leaflet. Put your faith in print. Distribute socialist literature and you will get socialist results. Distribute socialist literature and we shall have socialism in our time."

I say with him, "Put your faith in print!" Distribute literature in the interest of industrial freedom and you will get results for industrial freedom.

A beginning in the work of education that the employers of the country must undertake has been made. Some propaganda work has been done in the way of issuing pamphlets, but the influence of this method of education is limited. The establishment of a periodical which will be self-supporting but not profit-making, becomes necessary. It must be made so cheap in price as to permit of the widest circulation among the employes of the country. There was issued last month from the president's office of the National Association of Manufacturers in Indianapolis, a paper called The Industrial Independent, whose purpose is to disseminate sound economic doctrines, oppose organized lawlessness, socialism and anarchy and advocating the cause of free and independent labor. It is worthy of the support of all employers and independent workmen everywhere. If the periodical receives the encouragement and support that it should, if it can be made profitable from a financial point of view, a great propaganda institution will be developed, whose efforts in spreading the principles of industrial freedom will be vigorous and constant. It is not intended in this paper to assail labor, but only the illegitimate tendencies of trades-unionism. It shall stand as the friend of the workman as a workman, freely giving its support to all sane and legitimate efforts to better his condition. It shall invite in its columns a free discussion of industrial conditions. It invites contributions from employer and employe alike and will welcome suggestions from whatever source that tend to bring about a better understanding between employer and employe.

I have endeavored in this brief paper to lay before you in as concise and direct a way as I could the nature of the work that now confronts the good citizenship of the country. It is a work that intimately concerns itself with the personal relationship existing between the employer and employe. Are they working in the spirit of unity as they should, or is the attitude of the employe toward the employer one of hostility and suspicion?

FALSE TEACHINGS HAVE BORNE MUCH BITTER FRUIT.

It is for you and all employers everywhere to say whether the widening chasm between the employer and employe shall not be bridged; whether they shall not be led to see that the interest of one is the concern of all and that in friendly co-operation and not in hostile division lies the highest prosperity for them both.

Mr. Parry was interrupted by frequent outbursts of applause and received a genuine ovation when he closed his address.

THURSDAY AFTERNOON SESSION.

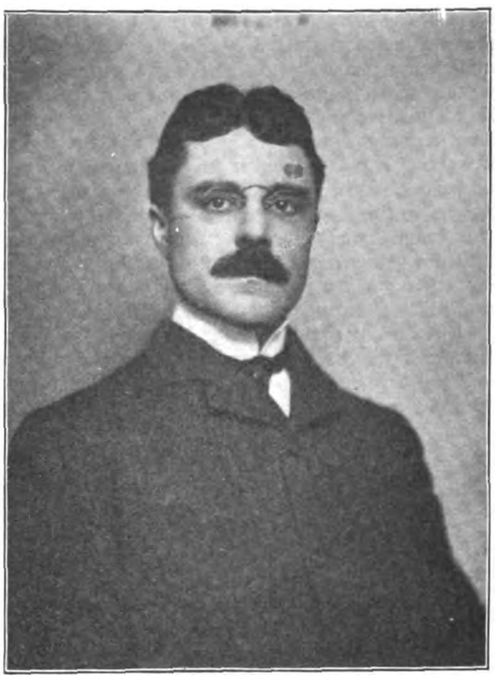
NOVEMBER 17.

It had been intended that the afternoon session of the Manufacturers' Association on Thursday would be of executive character; however, so many of the jobbers and visitors expressed most earnest desire to hear remarks on the subject of "Special Brands" that the doors of the meeting were thrown open and the addresses permitted to be published. President Birge opened the meeting with a few remarks on the subject and requested

FRANK DICKERSON,

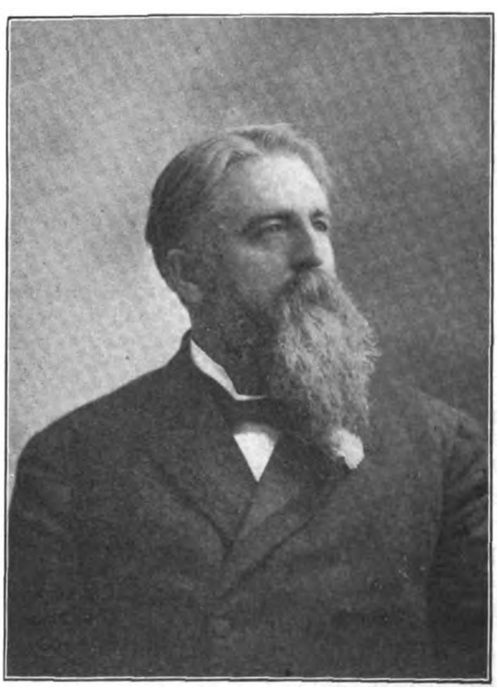
of the American Sheet and Tin Plate Co., to open the discussion.

Mr. Dickerson said in part: The chairman in stating the subject for discussion, I think, gave the impression that it was a new one. I would disagree with what he said. It seems to me that I recall some years ago before the Manufacturers' Association was founded a discussion upon this subject in which, perhaps, I took part. I did in thought if not in speech. I had thought from the lovely way in which our company was received by all jobbers upon this subject that the subject was settled. I considered it dead. I am reminded in that connection of a good lady who fell sick—so sick that she finally passed into a comatose state—even lost all consciousness. Recovering consciousness, however, she was surprised on opening her eyes to see a trained nurse sitting at the foot of the bed reading a novel and smoking a cigarette. She said: "Nurse, what on earth does this mean?" and received the startled and somewhat startling reply, "Oh, I thought you were dead." The subject is not dead, it seems; it has come to life again.



CHARLES W. ASBURY,
CHAIRMAN OF EXECUTIVE COMMITTEE.

Now, a brand stands for something—what? Quality. Of what does quality consist? Two things, material and workmanship. Who controls these elements of quality? You will all agree, I believe, that the manufacturer controls them. The control, therefore, of the brand is in the manufacturer. Theoretically, at least, it originates with him. It is his duty to see that the quality is upheld. The jobber is one who buys in large quantities, puts the goods into his warehouse and sells in smaller quantities. To have success we will all agree he must be honest in all his dealings. He will, therefore, only handle



F. R. PIKE,
OF THE EXECUTIVE COMMITTEE.

HONEST QUALITIES AND HONEST BRANDS.

It is his duty, therefore, to handle the brand which correctly represents the quality of the goods which he sells. There are a third class of people interested, however; they are the final buyers—the customers. He is entitled to receive the same quality that

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the brand represents—that there be no discrimination in the quality which he receives.

Now, there are two elements that go into making up the value of the brand. One of these is its own intrinsic merit, and the other is the demand for it which has been created perhaps by long use or by judicious advertising, or both. If one man performs both of these operations by manufacturing the goods and creating the demand, is he not entitled to all the profits that come from the use of the brand?

Now these statements which I have endeavored to make seem to me fundamental principles which should govern our consideration of this subject, and it seems to me that we should meet in a spirit of fairness and give and take in its discussion.

Now, bear in mind simply the key—the fundamental principle governing special brands and bear in mind also the question of equity and justice. Will not different conditions bring about different answers to this question? For instance, if a manufacturer has had his brand upon the market for many, many years, that it has attained a value over and above its quality, that brand having attained that quality, is not the manufacturer entitled if he choose to sell his goods under the brand which by his efforts, both of manufacture and of advertising, he has created a demand for? I think that he has. On the other hand, a new manufcturer, for they are all the time starting up, comes into the market without and brand and a jobber comes to him for a special brand, and he



WM. M. PBATT,
OF EXECUTIVE COMMITTEE.

grants it, for he has nothing of his own to prevent, to whom does the brand belong? It seems to me that I have already said that it is a question of joint ownership, for both of them, if the brand has attained a value, have done something to make that value and they should share in its profit.

I will not take up your time. I just wanted to bring before your mind some ideas in relation to it. Then in fairness and justice let us discuss this, and when we come as man to man to buy and sell let us meet in fairness and justice. We differ in our views on the policy of civil government, but we do not differ in upholding the honor of the flag or the integrity of our country. Let us discuss the problem frankly and with equity and I believe that every difficulty will be solved. (Applause.)

Chairman Birge introduced

BRACE HAYDEN.

of San Francisco, who addressed the convention as follows:

Mr. Chairman:

The seven and one-half minutes which you have allowed is so short a time for the discussion of the important subject of private or special brands, which has been a prominent topic in trade journals for some time past, and which you give such prominence in this convention, that I am of necessity forced to skim hastily over its consideration and to condense my ideas regarding it into as brief a space as possible, and not to waste any of the precious time that will go to the root of the matter at once by the statement that many of the leading lines of goods are duplicated with private brands, for the reason that there is not an adequate net profit in selling the manufacturer's brands, neither sufficient profit to the jobber or retailer. What there is for the manufacturer you are better able to judge.

The first question that appeals to me is what was or is the cause for so many private brands, and as I go back many years over the history and experience of the trade to the time when importations were gradually ceasing and our manufacturers were striving to introduce their products, it was quite the custom to make jobbers in various parts of the country agents for their goods. As trade developed and increased through loyalty or preference for domestic products, or convenience in obtaining, or profit in selling, or a more or less combined mixture of all these motives, it became the custom for jobbers to seek such agencies, and many had a long string of them to their credit, all duly exhibited on their letter and billheads and advertising matter, and as trade extended, as it did rapidly, particularly in the West, the number of jobbers increased, competition also increased and naturally profits decreased. Manufacturers soon found out by practical experience that to protect and maintain their prices and thereby the profits of their agents—the jobbers—that it was expedient to give them some goods under some other than the factory names; from this grew the practice of special brands, the use of which is now so general. As I figure it out, this was the genesis of the innovation. It began becaues of necessity. It grew and continues for the same reason, and that the necessity is apparent is demonstrated by the fact that leading lines of factory brands are to-day sold by the jobbers from stock without profit, after deducting business expenses, and many of them at an absolute loss, while the goods of similar character equal in every way in quality and finish under special brands are profitable.

There is but one reason for this, namely, that jobbers control the prices of their special brands, whereas manufacturers, generally speaking, do not or will not theirs, and being stocked by all jobbers, and also frequently used as leaders for the sale of other goods, they are double subject to a conflict that is extremely keen, involving more or less the entire jobbing trade. The cut prices thus established are soon widely known, the goods classed as profitless and their sale not so strenuously urged as are the private brands; in fact, they are left to sell themselves and sold only when called for.

Business having so many outlets and the territory in which a jobber may sell is of such an elastic character, in fact limited only by his ambition and capacity of distribution (not only from stock, but for shipment direct from factory), that a low price made in any district is quickly known and felt by competitive jobbers, and the area of low prices widens and extends until they become practically universal, and so by the very nature of the competition it cannot be stopped or the prices raised. No one jobber is wholly interested in the brand, therefore no one can

BRING ABOUT A REFORM,

and, as it is impossible for jobbers, particularly in widely scattered territories, to agree upon prices, the period of remunerative sales is likely to be a long one. The manufacturer only is interested in the brand, and genrally speaking has been unable or unwilling to control the jobber's selling price, even if it is to his interest to undertake it. As long as his profit is satisfactory and his volume of sales fairly normal, why should he attempt the task of seeing that every jobber gets a profit, or rather forcing them to make one? At least this occurs to me as the manufacturer's argument why he would hesitate upon adopting such a policy for such a purpose. As long as his brand is popular and in demand he is pretty sure of a profit, therefore why worry about the jobber. It is therefore evident that should the jobber confine his sales of first class goods exclusively to manufacturers' brands the competition would become so acute as to render all sales profitless, and the result would eventually be a stoppage of this class of trade, in the loss of which the manufacturer would surely participate. How, then, can it be consistently urged that manufacturers' brands only should be sold?

The retailer welcomes brands upon which the price is maintained, as he can make a profit on these, while on factory brands competition reduces his profit in the same way that it does to the jobber. Thus the incentive for special brands becomes very great. In fact they are a necessity.

THE CATALOGUE HOUSE QUESTION,

particularly with the retailer, is another reason that has stimulated the sale of special brands, for the retailer and jobber, who have been instrumental in making the market for manufacturers' brands, stocking them and urging their sales, so that they are either demanded or called for, find that the retailer is forced to sell at prices which afford no profit, as the cataloguer who buys at jobbers' prices sells direct to the consumer, at prices with which the retailer cannot profitably compete. Therefore there is on the contrary every reason why he should not, and substantial motives in his pushing other brands.

To increase the number of manufacturers and their brands will not lessen the competition, but it will hurt the manufacturer by reducing his profits. If jobbers are to be limited to manufac-

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turers' brands only, then they had better confine their sales to such as are already established and well known, for to introduce the line of a new manufacturer means a competition with the older ones and necessarily a reduction in the price of both without corresponding benefit to either, and it is certainly as difficult for the jobber to introduce a line under a new manufacturer's brand as it would be under his own, and on which there would be the added advantage of the maintenance of prices without increased competition.

If the manufacturer created the market for the goods it would be a different matter, but where he does not and depends upon the jobber for distribution the jobber is justified in demanding such protection as will secure to him a profit or else in using his facilities, the time and expense of his salesmen, for the benefit of his own brand, and not confine his labor, efforts and capital to the manufacturer's brand on which his returns are inadequate. He is not only justified in doing so, but is working to his own detriment if he does not. He may not employ his energies to sell goods that are unprofitable when he is not forced to. He is not warranted in doing so. He is encroaching upon his capital by such a timid and complaisant policy, and in the end he will be left in the rear ranks, or will have dropped out altogether and the manufacturer's brand will have one less jobbing customer. There is a large trade for well-established manufacturers' brands and always will be, and which jobbers do stock even if obliged to sell at such disadvantage, but if there is to be nothing else to sell, no opportunity for a jobber to exercise his ingenuity, no sphere for his individuality, no outlet for his talent in the sale of his own special brands, but his energies restricted to the dead level of manufacturers' unprofitable brands, then business becomes a drag and annoyance; it has no outlet or place for the ambitious and the dry rot of indifference and negligence will result.

The consolidation of competitive lines by manufacturers has probably contributed somewhat to the use of special brands, for the absorbing process some factories are likely closed and their production assumed by the remaining active factories, when some change is noticed in the finish or quality of the goods turned out, and proving different from those formerly purchased, and being unsatisfactory to the jobber new manufacturers are sought, those who have started business in consequence of consolidation, and the favorable condition created thereby; these factories not having a large trade for their own brands, are not indifferent to good-sized orders under special brands, as they are profitable and advantageous in building up business, and thus both manufacturer and jobber is helped and benefited. It is a mistake to think that special brands are confined to second and third rate qualities. It is not so, for many of the special brands are of the highest quality that can be made. If they were not they would be rejected by the retailer and consumer. Therefore the jobber runs as great a risk as the manufacturer in putting out inferior goods as first quality.

POCKET CUTLERY

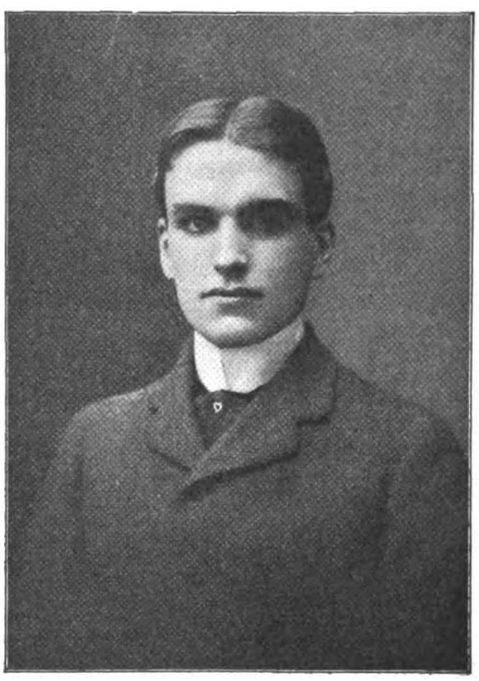
is quite generally ordered under special brands and seemingly without objection, when given in sufficient quantities and in ample time. A writer in the *Iron Age* of recent date states that special brands of pocket cutlery are, as the trade very well know, of first quality, and not lower than the manufacturers' own brand, for it would not pay to make them of a different grade. If manufacturers of these goods with all the difficulties they labor under are able and willing to make special brands, recognizing the benefit and advantage it is to a jobber, what serious disadvantage can it be to manufacturers of other goods which are far less complex in the process of production. It is to be assumed that orders for special brands are given in sufficient amount and under conditions of delivery that are satisfactory to a manufacturer as far as profit is concerned.

When it comes to second quality or even lower grade goods and for which in many lines there is a legitimate and large demand and use, there can be no objection to branding at jobber's request, as the brands which manufacturers use do not indicate the maker and therefore they can have no especial pride in their production, the only incentive being that of profit.

It would be a fortunate condition indeed if some regulation of the trade could be brought about by which a moderate net profit could be made on all manufacturers' brands, but there is no evidence that such a situation is near at hand. It certainly cannot happen until manufacturers and jobbers realize very fully that their interests are interdependent; that every manufacturer of a competing line of goods cannot sell every jobber and because he cannot he should not feel at liberty to dispose of his goods without reference to the competition he will create, and the reduction in price he will cause to those who handle other makes.

It cannot be held that manufacturers alone are to blame for the situation, as it is the natural outcome of unrestricted distribution and competition in which manufacturers, jobbers and retailers all take a part, but we must recognize the facts, and by realizing them more clearly some improvement may result that will be beneficial to all. It is not extravagant prices or immoderate profits that cause the trouble, but exactly the reverse. If prices could be maintained that would yield a reasonable net profit, neither the volume of sales would suffer nor would there be complaint at the trivial advance in costs.

It is to the interest of manufacturers, as I have endeavored to show that there must be private brands of first quality goods, for if the jobber is limited and confined to manufactured brands, which return such meagre profit and are frequently sold at a loss, and apathy will succeed activity, to the detriment of all concerned; but this smacks too much of trade restraint or trade suicide to be given serious consideration, for we all must realize that before such an event could really be inaugurated, a struggle would ensue that would shake the Hardware trade into such



EDWIN A. WALTON,
OF FREIGHT COMMITTEE.

confusion that I will surrender the job of prophecy as to what the outcome would be to some abler exponent of our allied interests, but I venture the assertion that the situation would not be a happy one.

GOV. GOODELL,

who was introduced as the next speaker, said that the question of special brands was a question not to be laughed at. He said in his opinion the manufacturers were responsible for the difficulties that had come up in connection with special brands; that the manufacturers were the first to suggest special brands to the jobbers and they had accepted the suggestion of the manufacturers and were now in trouble. He said the manufacturers could not afford to place a special brand on goods for all who asked, as the quantity of goods ordered many times did not justify.

W. M. TAUSSIG,

of Bridgeport, Conn., was next invited to address the convention. He said:

The special brand question is a very vital one to those manufacturers of pocket knives who market their product entirely through the jobbers; those who in whole or in part sell to the retail trade direct are not only not troubled by this feature, but perhaps to some extent benefited by it. To what I have to say now on the subject I wish to be understood as speaking only for those who sell to the jobbers.

In considering this special brand question we have no illusions as to the possibility of eliminating entirely this feature of the business. We know that a number of special brands have been on the market for many years and have established a reputation which entitles them to a permanent position in the trade. The reputation established by these brands has been the work of many years; has been accomplished in most cases by an almost complete identity with one definite source of supply. Moreover,

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the inception of these brands took place when conditions were vastly different than those existing to-day. We do not wish to be understood as stating that special brands are entirely objectionable when confined to parties who buy in quantities; make a specialty of the cutlery business in a large way and buy under conditions and terms that are acceptable. What we do object to and believe to be detrimental to the interests of both parties is the extent to which special brands are being insisted upon where the actual or possible volume of business does not warrant it.

OF THE TWO OBJECTIONABLE FEATURES

to special brands that stand out most prominently, that of loss of identity to the manufacturer is obvious on all lines of goods. The second, namely, increased cost and difficulty of production, also applies to all lines, but in the case of pocket cutlery is aggravated both by the great variety of patterns necessary in this business and the peculiar methods of manufacturing. In order to produce at the minimum cost pocket-knives, like all other goods, must be made in quantities. The branding, however, must be done in practically the initial stages of manufacture. Nothing can be done towards assembling a pocket-knife until the brand or stamp has been put upon the blade, and furthermore, very little can be done to the blade until it has been stamped. Consequently the manufacturer whose business is largely dependent on special brands in small quantities is greatly hampered in producing to advantage. Quantities that may appear for the average jobber to be fairly large are in these days of production on a large scale comparatively insignificant to the manufacturer. The extra cost of special bronze labels, etching plates, etc., are also items to be considered as the cost of these is naturally more in small quantities.

We recognize the difficulty of making some special brands and refusing or objecting to the making of others. Mr. X. may very properly say, "You make special brand for Messrs. A. & B., why not for me?" The chances are that Messrs A. & B. make a specialty of the cutlery business, ordering large quantities of practically the full line that the manufacturer makes and accept deliveries at the factory's convenience, and thus obviate many of the objections I have enumerated. These difficulties and objections, however, do not interest Mr. X. He does not understand why we should not be glad to supply him special brands in lots of twelve, six, or even one dozen, as long as we make special brands at all.

We also recognize the fact, that like our friends, the jobbers, in their present attitude on the catalogue house question, we are, if not in like measure, still to a great extent, responsible for the very evil we now protest aaginst. Through keen and constantly increasing competition we have in a measure created these evils. In now wishing to check or modify them we are sincere in our belief that what we are advocating will eventually be advantageous to the jobber as well as to us. Jobbers certainly must recognize that just as the agitation of the catalogue house question has permeated to the smallest dealer, so also has this question of special brand. The manufacturers who go direct to the retailer have also made a point of "Factory Brand," and their activity in this direction will certainly not decrease. I may say here that as a class and in proportion to their investment I believe I am correct in stating that these manufacturers have been vastly more prosperous than those who have confined themselves to jobbing channels. They are steadily increasing their field of operations, and our conviction is that the prevalence of special brands to almost the exclusion of factory brands among jobbers, and not the question of price, is what has materially aided them.

Why does the jobber want special brand on cutlery? First, because he wishes to establish a permanent demand for his brand in his territory; but unless this is done on a large and liberal scale, is this possible where almost every other jobber in the same territory is trying to do the same thing? Second, in order that he may freely ask through his salesman prices that he considers legitimate, without fear of being confronted with a lower (even if still profitable) price on the same pattern by his competitors. But does he really accomplish this, and if he does, is it wise?

THE SAME GOODS COST MORE

to market than others, both in time and expense, we all know, and cutlery is certainly one of these items; in addition, on cutlery the jobber is entitled to consider the loss on dead stock, samples, etc.; but is he not tempted to ask too much profit and thereby open the door to the competition, not that of his brother jobber, but of the manufacturer who goes direct to the retailer and the so-called special cutlery houses? Quite aside from the question of price, is he not hampered in such competition by the special brand question? His line is naturally limited by the selection the buyer makes in placing his single order, and this line is influenced by the quantities he is asked to buy to justify in a measure special brand, and such quantities while large from his point of view are still small to the manufacturer. His line of patterns is therefore limited and he cannot increase it from time to time as occasion arises, but he must wait until he makes up his regular order. His stock is easily broken and if a given pattern sells more largely than the buyer expected his stock cannot be replenished for at least three or four months, and he runs a chance of losing sales and also of carrying over surplus stock that comes in too late. If he carried a factory brand his assortment could be larger with practically no greater investment than he has at present.

Of course the solution of "Special Brands" is in the hands of the manufacturers, provided they wish to exercise the power that is in their hands and can agree on a united policy. The difficulties as to this, however, are so great that we are not able to suggest any remedy. If manufacturers of other lines have similar difficulties to contend with and will unite with our section to urge upon jobbers the ultimate detriment which it appears to us this special brand business will lead to we think that something will have been accomplished. To-day the jobber realizes the mistake made in building up the catalogue house business. Will he not realize too late the over-doing of special brand business?

W. T. JOHNSON,

of the American Axe & Tool Co., next addressed the convention as follows:

As has been made plain to you all, the one subject under discussion at this time is, that of "Special Brands," and by reason of the fact that special brands cannot be divorced from factory brands, it would seem wise to consider first what factory brands mean. When I state that the factory brand represents the manufacturers' birth-right, I have briefly but clearly defined its value. In other words the factory brand is the good-will of the manufacturer, representing in some cases a value exceeding that of the plant, because of their having been acquired through the toil and energy of generations.

There are brands in existence to-day that originated with the father and were handed down to the son and grandson that are now in the hands of corporate interests. The quality of these brands, having not only been fully maintained, but by application of modern methods in many cases improved, it is difficult to put a true estimate upon their value, and, gentlemen, it is the shipment into foreign countries of such goods, bearing in stamp and label the name of the maker, representing as they do American ingenuity and quality, that has advanced this glorious country of ours to its enviable position commercially among the nations of the world.

It is a recognized fact that no such inheritance could have been created or such growths made had these goods been furnished under brands that were at the beck and call of this or that party. Hence does it not mean that the policy now pursued, which tends to foster the growth of the special brand to the detriment of the factory brand, will in time mean that the manufacturers' only assets are his stock and machinery, as it were, he having lost his inheritance and exchanged his independence, gained by the efforts of his forefathers, for the bridle of the jobber.

As manufacturers we make the contention that to reap the harvest due to our efforts we must be identified with our product, and while the less cost of producing factory brands brings a permanent return, the same is not always true of the special brand with its greater cost. In fact, it is too frequently the case that the manufacturer gives the best of his factory's experience and skill in supplying a special brand, to find that he has launched a boomerang, when next year for some slight consideration the reputation gained for the brand is turned over to a competitor.

Having thus briefly outlined what the term factory brand implies, it would seem well to give the special brand the same consideration. Fortunately factory brands have always stood for the best product that the manufacturer could turn out, while on the other hand special brands have not only represented first quality, but also second, third and even fourth grade.

Aside from this, recognizing the value to be gained by the permanency of the brand, the manufacturer makes few changes, whereas, the jobber is constantly changing in accordance with the

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ideas of the sales department, or the whim of the buyer, this meaning a constant change in the finish, labeling, stamping, etc., which adds greatly to the expense and establishes no permanency to the brand.

THE QUALITY OF THE SPECIAL BRAND,

unlike that of the factory brand is in many cases regulated by the prices realized. My experience on the road has forced me to believe that there are manufacturers who make the punishment fit the crime. Hence the tendency under special brands is for a reduction of quality quite the opposite of which prevails under the factory brand.

The growth of the private brand is a long story, and at the start the manufacturer must acknowledge that whatever of disadvantage he finds, he has only himself to blame, and in justice to the jobber we must exclude him from any responsibility in the creation of special brands. Further than that he has perhaps been a precocious pupil in learning to use the weapon, which the weakness of the manufacturer has furnished him in the form of a special brand with which to combat the factory brand. The fact that this subject is brought into consideration at this meeting indicates a weakness somewhere and presumably suggestions for a remedy are in order. Before proceeding, I want to tender my congratulations to the manufacturers present and absent who have always been able to put their own brand on their product. It may appear to them (to quote an axiom) that the "way to resume is to resume," but I for one would count their experience as most valuable in contemplating a remedy for this, what we, for the time being, must consider from the manufacturers' view point, an evil. Irrespective of any other advantage that might have influenced the jobber to adopt his special brands, the trade winning methods of others that made a limited profit only, on factory brands, for the rank and file possibly, forced him to do so. In making this statement I have in mind the oft-repeated action of some of our jobbing friends in offering to the trade by means of circular quotations or supplementary catalogues factory brand products, very much below the market, thereby offering a "bait" to present and prospective customers, losing sight of the incalculable harm they have done to the manufacturer of the particular line.

Therefore, is it not up to the manufacturer to devise a plan whereby the jobbers' selling price of his product can be controlled. If this can be done nine-tenths of the incentive for special brands will have been removed. In my opinion concerted action on the part of the manufacturers, past and present, has been influenced through efforts on their part to protect their birth-right, and as it would seem that the evil cannot be removed in any other way, our jobbing friends should take no exception in this endeavor of ours to not only better our conditions, but incidentally their own.

Is it not a fact that manufacturers' associations that have controlled the jobbers' selling price, have been more staple and satisfactory to all concerned than those in which the selling price was not considered? Does not the tendency of the time seem to indicate a greater willingness on the part of the jobber to co co-operate with associate manufacturers, and do they not realize as time develops that the interest of the manufacturer is identical with their own and that he is not inclined to inaugurate arbitrary principles, but are depending on such only as will create a profitable market for his own brand?

I have recently embraced the opportunity to discuss this question with jobbing friends and have asked them frankly to give me their views as to the remedy. The gist of their replies would seem to indicate that the first step to be taken by the manufacturer is an establishment of uniform selling prices, and that this could best be controlled by absorbing the jobbers' profit in a premium, one of the conditions of the payment of which is the maintenance of an agreed price.

There are among you present here some that may consider this means arbitrary, but, gentlemen, if you will give the matter thoughtful consideration, I believe you will agree with me that it is a better solution of the problem and will accomplish better results than the extreme measures that have been advocated by some manufacturers, namely, charging extra for special brands.

R. A. KIRK,

was called upon and spoke as follows:

In the short time allotted for this discussion it is necessary to proceed at once to the subject, "Special Brands."

I remark that special brands have come into existence largely through the joint action of manufacturers and jobbers, in which the retail trade has also had a part. If, on the one hand, the jobber has earnestly desired to have his own brand, he has always been able to find the manufacturer who would make it—if he had an attractive order to offer, and not infrequently it has not been necessary for the jobber to expend any energy in soliciting a manufacturer to take the order. On the contrary, the manufacturer has been quite ready to offer every argument and inducement at hand to secure the order, and has not hesitated to picture in glowing terms to the possibly reluctant jobber the alleged great advantages he might expect to find in building up his trade in private brands.

It is, therefore, fair to say in the outset, that the manufacturer has had his full share to do in the introduction and continuance of special brands.

SECOND. The demand for special brands by jobbers has come from exactly the same causes as have led the manufacturer to adopt his regular factory brands.

Special brands have not been adopted by the jobber to hoodwink the trade and the consumer. In this discussion I insist that we drop the assumption that the jobber, any more than the manufacturer, has adopted and pushed his special brand in order that he may sell an article of an inferior quality at a disproportionately higher price. Doubtless some jobbers have done this, just as some manufacturers have done the same thing. It all depends on who the jobber is, just as, on the other hand, it always depends on who the manufacturer is. The real jobber is precisely as much interested in building up a high and permanent reputation on his special brand as the manufacturer is on his factory brand, and every argument that can be used in favor of the manufacturer's furnishing

HONEST GOODS

will apply to the jobber with equal force, and the jobber who tries to build his special brands on any other foundation is only digging his own grave, and, unless he changes his policy, he will, sooner or later, fill it.

The jobber, like the manufacturer, may have his special brands for goods of second or third rate quality, but, in each case, in order to permanent success, the goods must be as represented, and the same laws of trade and common honesty and business success apply to both the jobber and the manufacturer.

THIRD. The rapid increase in the demand by jobbers for special brands has come largely from the fact that the manufacturer has been too willing to put his goods, including his regular factory brands, into the hands of the catalogue house. When this was done the jobber and also the retail dealer has seen his margin of profit dwindle steadily away, and the inducement to sell these goods has correspondingly decreased.

In this emergency the jobber has taken the special brand which he controls and on which he can hold a jobber's profit; he says to the retail dealer, "Take my special brand goods; push their sale. I will guarantee you will have no catalogue house, or even department store competition on them."

If the retail merchant has confidence in his jobber, can you conceive of a stronger inducement for the order to go to him, or, on the other hand, for the jobber to see that he furnishes goods up to his representations?

Under these conditions it is no cause for wonder that the sale of the jobbers' special brands increases and that the demand for the factory brands correspondingly decreases.

FOURTH. Another factor in favor of the jobber with his special brands is that when he desires he can give to the retail dealer the exclusive sale of his goods under his brand. Every merchant in a town can handle a saw or a file under the factory brand, and thus, in the competition that follows, the selling price to the consumer may be and generally is steadily reduced, till it frequently reaches a point at which it yields no profit, and sometimes does not even pay the expense of doing business.

The jobber with his "Sunrise Saw" and his "Sunset File" can say to his customer, "Take this saw or this file of mine, build up a trade on it and I will see that you enjoy the market on it which you have created."

FIFTH. Another factor in favor of private brands is that by availing himself of the separate and

DISTINCT ADVANTAGES.

offered by the several manufacturers of any line of goods, the jobber can assemble under his brand the different patterns to make up that line at a reduced cost and also with a marked improvement in his assortment of patterns. For instance, any one conversant with the Cutlery Trade realizes the value of this help, and its influence is extending to other lines as trade conditions steadily grow more complex and interlinked. Some Hardware jobbers are now offering varied attractive assortments of Mechanics' Tools under special brands, these assortments running through a full line, and being offered generally to one house in a town, to which the exclusive sale is given. In this way competition with catalogue houses, department stores, as well as

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other local competition, is eliminated. We can readily see that in the assembling of these goods under one special brand probably a score of manufacturers have contributed a part, and in this way advantages have been secured that cannot but prove attractive.

SIXTH. The jobber who is able to order in liberal quantities, and to anticipate his requirements ample time in advance of his wants, and who will accept shipments at the convenience of the manufacturer, certainly can offer him a very desirable business. From the nature of the case the benefit of special brands must necessarily come in largest measure to the house that can offer these advantages.

It has been one of the elements of weakness among manufacturers that they have been too willing to accept small orders for special brands of goods. These orders sometimes come from a large house, sometimes from a smaller one, and it has been understood sometimes coming from even a retail house.

It will not do to charge such gross abuses as these to special brands, nor on account of such abuses should they be condemned. These evils are easily subject to proper regulations when manufacturers are willing to undertake it.

SEVENTH. On goods that are not designed as

FIRST QUALITY

we see no reason why the jobber cannot push his special brand with satisfaction to himself, to the manufacturer, and also to the retail dealer.

The jobber can look to his manufacturer for the quality of the goods as represented and in turn the retail dealer can look to the jobber, and our experience and observation go to show that the jobber stands as squarely behind his goods or the different classes going out under his brands as does the manufacturer on his brands.

EIGHTH. Special brands have come to stay, and we believe will grow stronger as the years go by. In our view they are to be a powerful factor in the evolution of trade. We not only believe they cannot now be eliminated, but we also agree with a prominent manufacturer who, in a late article in one of the trade papers, states as a fact that manufacturers do not wish to see special brands eliminated.

We believe it is to the advantage of the manufacturer, and also to the retail trade, as well as for the jobber, for special brands to continue; that there is an important place for them in the conduct of trade, and that the interests of all concerned will be promoted by devoting their energies wholly toward eliminating the abuses that have crept in.

NINTH. It is to be taken into account that the use of special brands does not affect all manufacturers alike. Some manufacturers are doubtless benefited by them, other manufacturers may receive little or no benefit from them.

It is possible that some manufacturers have suffered from their use. We believe that in but few cases this loss resulted necessarily. But even if this were to be the occasional result, it would not be reasonable or satisfactory on this account to condemn the system.

No important changes can come into the distribution of goods or into the conduct of business without working disturbances, and, perhaps, some injury to some one. But we submit that the loss that must necessarily result from this cause to manufacturers, here and there, does not extend to such a degree as to condemn the system.

LASTLY: These abuses that have grown up in the system should be disclosed and cured. None of them is beyond remedy. In the curing of these abuses the manufacturer, the jobber and the retail dealer all have a vital interest, and we believe each will do his part.

We commend this very important work to every manufacturer, and we assure you that in your efforts in this direction you will have the hearty co-operation of every jobber who is a real friend of special brands, and who can expect successfully to use them.

F. E. MUZZY,

of Chicopee Falls, Mass., next addressed the convention on the subject. He spoke as follows:

Mr. Chairman, Jobbers and Hardware Manufacturers:

A friend of mine has a new Tonneau, that he christened Willie, and when he starts on a trip he says either mentally or orally, "Will he go or will he not?" With private brands, it is entirely with the manufacturers, and it is for him to decide, will he brand or will he not?

This subject is so broad, and so many reasons can be brought forward both pro and con, that in the brief time allotted, I cannot do the subject justice, and I trust you will pardon the rapid delivery, in order to cover as much ground as possible, in so short a time.

The manufacturer is almost wholly responsible for present conditions, and I believe I am safe in saying that Axe, Shovel and Pocketknife makers are more to be blamed for existing conditions than any other line of Hardware manufacturers.

Almost the first special brand goods to be sold by the Hardware jobber was an axe, all because Mr. Lippincott himself told a bright young jobber he could not run his store without Lippincott axes. This jobber at once decided to have an axe that no manufacturer could taunt him about buying, and from this axe sprang a full line of branded goods, that command the respect of every honest retailer, jobber and manufacturer.

Can you expect jobbers to push factory brands when a manufacturer will do as axe makers have in the past, represent to the jobber that they will sell the same quality axe under private brands

50C. TO $1.00 LESS

than under factory brands, and guarantee the same?

A reliable buyer for one of the largest jobbers in the country told me some ten years ago that a well-known popular brand of hand saws he was obliged to sell under factory brand at $13.50 per dozen, and it did not bear a profit to cover expenses, and he was buying under his own brand, a more highly finished saw, that he could job at $12.00 per dozen, at a very satisfactory profit. and a salesman representing this saw factory guaranteed the buyer the quality of the saws to be the same, in fact both were the same blanks, and received the same treatment, the only difference being in the higher finish of the jobber's brand|

I could cite hundreds of similar cases, but the two above suffice, and can you blame the jobber for buying private brands?

Again, factory brands are put on the market with an open selling price, or a margin of profit that will not show a percentage equal to the cost of doing business.

All jobbers' salesmen will sell well-known unrestricted factory brands at practically cost to influence the sale of other goods, hence the jobber is forced to have private brands on which he can average up his profits.

Seventy-five per cent are heartily in favor of manufacturers placing restricted selling prices on their goods, if they will only see that prices are absolutely maintained, and bear a proper profit, but in the past price maintenance has been a farce. The manufacturer asks the jobber if he will kindly hold to such and such a price, and the jobber at once kindly cuts the same. The manufacturers allow the jobbers to meet competition, and the headstrong salesman meets it the first order he sells, and every one thereafter.

I know a factory salesman who presented a contract to the jobber to sign in regard to holding prices, and the jobber signed it, and replied to the salesman: "You do not expect me to live up to this; all of my competitors cut, and I will have to." The salesman mildly remonstrated, sent the contract to the factory. The jobber continued to cut prices, as did all his competitors, and the goods were sold at practically cost, and this applies to a majority of restricted goods, hence the jobber looks with suspicion on restricted prices, and unless the manufacturer holds the jobber with an iron rein, and does not hesitate to cut off the jobber who does cut prices, and if need be spend money to keep him out of goods, the jobber will not respect arbitrary prices.

PRICE MAINTENANCE

means a heavy expense and eternal vigilance on the part of the manufacturer, for it seems to be born in some salesmen to cut prices, but I could never understand why the jobber would belittle himself in trying to defend his travelers; but these are the conditions, and must be met. Unless a manufacturer is willing to spend time and money to protect his priecs, and cut off the jobber's supply, when he cuts prices, no matter how large or strong the jobber may be, and protect to the letter those who give him their co-operation, he best not attempt regulating the jobbers' prices, for it means trouble and annoyance, and it is for the manufacturer to decide whether to him it is worth the effort.

Manufacturers should either hold the jobber absolutely to the line, else permit him to sell goods unrestricted, for it is far worse for the manufacturer and the jobber to place arbitrary prices for the jobber to sell his goods at, and not maintain them to the letter, than it is to allow the jobber to sell them unrestricted.

Every manufacturer knows the value of an established reputation of a high grade of goods, and too many American manufacturers are over anxious for business, and in order to run their factory to its full capacity, will make any quality, any brand, not realizing that without an established reputation on their own goods, that it is a matter of price only that brings them business. A little factory can start up anywhere, and with cheap labor, possibly Chinese labor, get business, for he is not building for the future, but rather on the sands, and he never knows when the storms of competition will wash him out of existence.

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If a manufacturer is making a high, or even a good quality of goods, by all means use factory brands, which in later years will be a valuable asset in business, and after the goods are established, will sell themselves at a price satisfactory to the manufacturer.

I have been told that the retail agency for the Dunlap Hat was worth $1,000.00 in a certain city of 60,000 people, in New England, and was figured as one of their assets, and when they sold out the agency was transferred, the same as though it was one of the fixtures. I was also told that the agency in the city of Chicago was worth $25,000.00; if so, what must be the value of the Dunlap trade mark to the manufacturer? A $5.00 derby hat, branded Dunlap, sells readily without comment; remove the trade mark, or offer it under private brand, and it would require more than the ability of the average salesman to sell this identical hat, even at a twenty per cent lower price. Who ever heard of a Dunlap, Knox or Stetson being sold under private brands?

I never heard of a Hardware jobber demanding or even requesting special brands on Ames Shovels or Wostenholm Knives, two lines that are sold under private brand as extensively as anything sold in the Hardware stores.

I could name a line of hammers sold in seventy-five per cent of the retail Hardware stores of the United States under factory brand, and called for by carpenters, artisans and farmers, and another line more extensive and equally as good, made at a much larger factory, that is comparatively unknown, as far as the maker is concerned, and I never heard of a consumer asking for the second named maker's hammer under the factory brand, and yet he probably turns out two to one as many hammers—that is, nail hammers, as they are commonly termed, as does the first quoted maker, yet one has a valuable asset that no competitor can take away, the other can hold his trade on price alone.

I have often heard that private brands were not sold extensively abroad, and for the reason that the

EUROPEAN JOBBER

has not the control of his salesmen as has the American jobber, and is largely at the traveler's mercy.

In talking with one of the largest and wealthiest Hardware jobbers in Birmingham, I learned that he could not get his salesmen to sell new lines, such as sewing machines, guns, etc., as does nearly every up-to-date jobber in this country, and a Wolverhampton jobber, more aggressive than the others, in order to introduce sewing machines, had an American salesman go over the trip with his travelers and get them started.

I have seen very few private brands in Great Britain or on the Continent, but I did see some American factory representatives trying to enthuse some of the larger dealers on special brands, which was beyond my understanding, when at home they were decrying the evil, yet were trying to popularize it in a country where it was comparatively unknown. I think this proves conclusively that the manufacturer not only caters to private brands at home, but is trying to introduce this custom abroad. The jobber at home has perfect control of his salesmen; they are instructed to sell certain lines of goods, and if the private brands are more profitable, the jobbers' salesmen will always give them preference, for nearly all travelers' salaries are based on the profit they make the house they represent, and the jobber shows to his salesmen that it is more profitable for him to sell one line of goods than another. The salesmen naturally push the profitable line, for it benefits them as well as their employers.

The quality of a private brand is an unknown quantity; some are par excellent, others devoid of all merit. Manufacturers' brands, as a rule, are of a high quality, or at least the best they know how to produce, and if they are building a business for the future, they must depend on factory brands, and of a high grade, as private brands mean temporary trade only. A factory may make a second or third quality under private brands, or possibly a brand known as the factory's second, on which the maker's name does not appear.

If a pocketknife maker would establish a reputation for his goods as did Geo. Wostenholm, make his goods of the very best quality, and place a fixed selling price on the same, that would bear the jobber as satisfactory a profit as he could obtain on a private brand, and create a demand for the goods, either by advertising or solicitation, in due time the pocketknife maker would have an established permanent business that would be the envy of all his competitors, and later his policy would be imitated. This would take time, and too many manufacturers instead of looking into the future, figure on the present, or rather quick returns.

If a cutler of the United States had established a reputation, he could and should on his own brand of pocketknives, he would not fear free trade, as do the private brand makers to-day, for without protection he could hardly exist.

The jobber is not running his business to build up reputation on factory brands, but his prime object is to make money. He may offer hundreds of reasons for pushing private brands, but every one simmered down, shows it is because it pays better to do so, and just as long as present conditions exist, just so long will Mr. Jobber push his own brand, not because he loves the manufacturer less, but the dollars more.

No one is foolish enough to imagine for an instant that any successful jobber would suffer the delays and inconveniences caused by private brands, if it was not profitable to do so. Then is it not up to the manufacturer to so place his line before his customers that it will be more profitable and satisfactory than private brands, and until this is done jobbers and dealers will request private brands, in fact, be forced to buy them.

As the retailer is the jobber's distributor, it is most important that he, the retailer, be protected, and it is for the manufacturer to so do, against catalogue houses advertising factory brands at a price he cannot meet with profit to himself, else he, too, will be forced to push the sale of similar goods that bear him a reasonable profit.

Different manufacturers would be obliged to work on radically different lines, but the result would be the same, and every manufacturer must work out his own salvation.

The consensus of opinion proves that a large majority of the retail dealers prefer factory brands, the jobbers would, if they could make as good a profit thereon. If the manufacturers, who are not ashamed of the quality of goods that they are producing, would bring about this change, as it is in their power to do, they would eventually eliminate private brands and would feel that the millennium had come, and the retailers, jobbers and manufacturers all would wear one of those smiles that won't come off.

W. P. BOGARDUS,

President of the National Retail Hardware Dealers' Association, was invited to take the floor. Mr. Bogardus said:

Mr. Chairman and Gentlemen, this question is not up to us as it is up to you and the manufacturer and jobber. Of course we want something that the people want. We have got to sell the goods that the people call for. If the brands of the manufacturers are well known all over the country the people will call for them. We cannot afford to spend our lives working up special brands simply because they are special brands. If the manufacturer after long years of faithful effort gives us first-class goods and our customers want them those are the goods that we want. We hope that the manufacturer will remember that we cannot sell them unless we can get a profit on them—we have no inducement to sell them; we want to stand behind the goods. We want to say that to our customers. We feel we can say that to our customers on makers' brands. We are not always sure that we can say that on special brands. (Applause.)

H. H. BISHOP,

of Cleveland, spoke on the subject. He said: Some of the ideas advocated by some of the manufacturers who had taken the floor upon this subject are strictly in accord with the views held by the National Hardware Association relative to the profit to be obtained and the method of obtaining it upon manufacturers' or factory brands. It is a pleasure to see that there are manufacturers in this room who realize that their responsibility relative to the marketing of goods does not end when they have made their sale to their jobbing customer—that they have a responsibility of assuring his making a profit. I believe, Mr. Chairman, that their responsibility extends even further than that—that there is a responsibility upon the manufacturer that he shall assure the retailer also a satisfactory profit Whether that is a possibility at the present time is open to very much argument. That it is possible to assure to the jobber a satisfactory margin is within the range of possibility, and the machinery for it is ready for your hands. As I have before stated, the National Hardware Association have pronounced views upon this subject. They stand ready at any moment to communicate these views to any manufacturer who may be interested. It would please them very much, I am sure, if the American Hardware Manufacturers' Association, for whom they have the greatest respect, would see fit to appoint a committee from their body to confer with the executive committee of our association relative to plans that will have this object in view.

The joint session then adjourned.

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CLOSING SESSION.

FRIDAY, NOV. 18.

At the closing session of the Manufacturers' Association several matters of executive character were wound up and the following officers elected for the ensuing year:

President—Julius C. Birge, St. Louis Shovel Co., St. Louis, Mo.

Vice-Presidents—Geo. W. Corbin, Corbin Cabinet Lock Co., New Britain, Conn.; Henry B. Lupton, Oliver Iron & Steel Co., Pittsburgh; Charles W. Asbury, Enterprise Manufacturing Co., Philadelphia, Pa.

Executive Committee—Wm. M. Taussig, Challenge Cutlery Corp., Bridgeport, Conn.; Samuel Disston, Henry Disston & Sons, Inc., Philadelphia.; Wm. H. Hays, Iron City Tool Works, Pittsburgh, Pa.; John E. Harbster, Reading Hardware Co., Reading, Pa.

THE BANQUET.

During past years the main entertainment feature of Hardware Conventions has always been the banquet, and it has heretofore been an affair entirely in the hands of the Manufacturers' Association, with the Jobbers as guests. For some time past there had been under consideration the suggestion that the Banquet be handled in a different manner. Therefore, after the Atlanta meeting it was decided that at the Atlantic City Convention the Banquet should be in the hands of the Jobbers' Association, being directly in charge of the secretary-treasurer, T. James Fernley, and that all banqueters should be charged $5.00 per plate. As far as the work of Mr. Fernley and his committee, headed by Mr. Jackson, is concerned, the banquet was a great success. They introduced a few new features, particularly in seating the diners, who, instead of being seated at long tables, all running out at right angles from the Speakers' Table as heretofore, seventy small tables were laid, each with seats for six, with the Speakers' Table across the head of the room. This made it possible to decorate the room much more tastefully, and the effect of these decorations, and this arrangement, together with the unusually large number of handsomely gowned ladies, made the scene of the banquet one of great beauty. Mr. Jackson and his committee deserve great praise for the care and good judgment used in seating those in attendance at the dinner. At the Speakers' Table sat the following.

T. James Fernley, Toastmaster.
W. Starke,
Hon. John C. Koch,
F. S. Kretsinger,
S. Norvell,
R. A. Kirk,
Webster R. Walkley,
A. C. Rulofson,
H. H. Bishop,
Geo. P. Hart,
W. S. Wright,
J. D. Moore,
J. Hardy,
W. P. Bogardus,
Robt. Garland,
A. Eugene Bolles,
Chas. M. Biddle,
Samuel A. Bigelow,
Governor Chamberlain,
Julius C. Birge,
R. R. Williams,
R. L. Austin,
Wm. W. Supplee,
John Bindley,
Fayette R. Plumb,
Brace Hayden,
Charles W. Asbury,
C. A. Whitman,
Frederick Barker,
R. W. Shapleigh,
W. Chamberlain,
Daniel Stern,
M. L. Corey.

At each plate had been placed a handsome leather card case containing a menu card and a card giving the toasts and two blank cards for autographs. The card case was appropriately inscribed with the compliments of the National Hardware Association.

As stated before in this description, the part of the dinner directly in control of Mr. Fernley and the committee was a success, but at this point where it was taken up by the catering department of the Rudolf, a very noticeable change occurred. The service was most lamentably poor, and the food poorly prepared. The blame for this, however, can be placed on no others than on the management of the Rudolf. It was a piece of short-sightedness on their part that is hard to be understood. As a result, by the time the last course was served, a large number of those present, particularly ladies, had become so fatigued that they left the room.

TOASTS.

After the cigars, contributed by the Bronson-Walton Co., had been lighted, several of the small tables were removed so as to make the banqueters more comfortable, and Samuel A. Bigelow, president of the National Hardware Association, called the gathering to order. In a few well chosen words he extended a hearty welcome to the members of both associations; to the representatives of the retail associations; to the members of the Canadian association, and to the ladies. In honor of the Canadians present, Mr. Bigelow was decorated with the Union Jack. After closing his opening remarks, he introduced as toastmaster T. James Fernley, secretary-treasurer of the National Hardware Association. Mr. Fernley read a letter from President Roosevelt expressing sincere regrets because of his inability to be present and sending his best wishes to all those in attendance at the convention. He then proceeded, in a humorous manner, to review his experiences since ten years ago, when, as "a young and unsophisticated boy," he first assumed his duties of office. Mr Fernley was in his usual happy condition and filled the position of toastmaster most acceptably. He expressed himself as being unequal to the task of introducing so prominent a man as he who was to respond to the first toast, and he called on Mr. Bigelow to do the honors. Mr. Bigelow briefly introduced Governor Chamberlain, of Connecticut, as a Hardwareman, a director of the Stanley Works, and in sympathy with the work of the convention. Governor Chamberlain is evidently popular among his people, as he received a genuine ovation as he arose to fill his place on the programme. His subject was "Our Country and Its Commercial Interests," and he seemed to think that it required no discussion whatever. He said our country is all right, sound in every particular, as was well demonstrated a few days ago. We have the best credit of any nation on earth, and our commercial interests are at a high water mark; that settles it, and what's the use of attempting to elaborate on it? He then proceeded to give some very interesting statistics concerning his home State, stating in his remarks that they had in Connecticut 190,000 wage earners and that their manufactured products amounted to four hundred million dollars yearly. He paid an especially high tribute to the Hardwaremen of New Britain, whose products in this line amount to about eighteen million dollars a year. He mentioned a number of very famous inventors who had come from the Nutmeg State, and closed by saying: "I am heartily in sympathy with association work; I believe in combinations, in trusts, if you choose to call them that; they are absolutely necessary; big work cannot be done on individual capital; trusts are necessary, associations are necessary, and these conventions are a strong feature in the growth of our country."

In introducing the next speaker, the toastmaster stated that he was returning one favor with another, as Mr. Supplee had introduced him originally to a Hardware convention several years ago. Mr. Fernley stated that W. W. Supplee, of Philadelphia, had done more for the uplifting of the Hardware trade than any other man in this country. Mr. Supplee opened his response to the toast, "Where Are We Drifting?" with the quotation from Shakespeare, "All the world's a stage and all the men and women merely players; they have their exhibits and their entrances, and each one in his turn plays many a part." He paid a beautiful tribute to the ladies for the important part they are taking in the nation's development; he spoke feelingly of the influence of good mothers, and mentioned as examples the mothers of Lincoln, Adams, Jefferson and Washington. He stated in his address that in life there were two unpardonable things, success and failure. Successful people are never forgiven by those who fail, and those who fail are never forgiven by those who win success. "Act well your part, far-sightedness is all a matter of good planning. I am not a believer in theories, either in business or politics. We are told in history that at one time Washington went on horseback from Washington to New York. That was 100 years or more ago, and by horseback was the best and most expeditious manner of transportation overland. Some time ago I made arrangements with a man in New York and another man in San Francisco to meet them at a hotel at Chicago on a certain day. I took the train to Chicago, arriving there in twenty hours. My train and the other trains as well were all due at 9 o'clock in the morning; we had made our appointment for 9.30. I was on time, so was the man from New York; the man from San Francisco was five minutes late and in offering an apology said that that was due to an accident to his carriage in coming from the depot. This is where we are drifting—in the right direction." Mr. Supplee then gave some very interesting statistics concerning the growth of our railroads, and stated that it was to our manufacturers that we are largely indebted for our present prosperity. He also stated that the internal trade of the United States was at present equal to the entire export and import trade of all the world outside of United States, viz., twenty-two billion dollars.

The toastmaster then read a report of the Committee on Resolutions, which appears in another part of HARDWARE, and read, as well, a list of the givers of souvenirs. He then introduced F. S. Kretsinger, vice-president of the American Hardware Manu-

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facturers' Association, who responded in his usual graceful manner to the toast, "And the Lion Shall Lie Down With the Lamb." In a manner full of wit he related some of the troubles of salesmen in the office of the buyer of Hardware, and he produced much merriment when he went on to say that the jobber nearly always insisted that he, the jobber, was of sufficient importance to be entitled to extra discounts; that he was eternally kicking on quality and saying that the salesman's competitor's goods are much better, until finally the salesman gets rattled and closes the deal at the lower price, and when he wakes up consoles himself with the fact that he took a good order, anyway. Mr. Kretsinger stated, "Hardware buying is a profession and not infrequently a crime."

In introducing the Honorable Webster R. Walkley, the next speaker, Mr. Fernley gave the banqueters a combination of wit, pathos, historical facts and jolly. He likened Mr. Walkley to several grand old men like Gladstone, Methusaleh, Beelzebub and Noah, and styled him the "patriarch of the Hardware business."

Mr. Walkley read an original poem written for the occasion, which more than sustained his reputation as a poet. From its beginning to its last line it was full of beautiful expressions, sparkles of wit and touching reminiscences. It is to be regretted that it cannot be published in full in this report.

The banqueters were next introduced by the toastmaster to the "young man" of the trade, a title given by Mr. Fernley to S. Norvell, the president of the Norvell-Shapleigh Co., who responded to the toast, "Twenty-five Years." He stated that it is presumed that this subject had been assigned to him because of the fact that it was just about twenty-five years ago that he commenced his training in the Hardware business by "accepting a position" in the cellar of a wholesale Hardware house. Notwithstanding the lateness of the hour, Mr. Norvell held the close attention of his audience while he related to them in a manner full of humor, many of his experiences during the past twenty-five years as shipping clerk, salesman and in the many positions he has occupied, the whole address being interwoven with much good advice and facts concerning the business. He related the story of an experience in which he claims that he was on hand when the first "special brand" was ordered. He stated that he was standing in the store one day, when a back country dealer came in and said to the buyer: "I want you to send me up some more of those Fob Nails." The salesman said: "What kind of nails?" The merchant repeated his request, and the salesman replied: "I really do not understand just what you desire." The merchant stated that Fob nails were the kind he got last and he wanted some more just like them. The salesman looked up the shipping bills and returned, attempting at the same time to conceal a smile, and told Norvell to get the shipment ready of a certain regular line of nails and he says don't forgef to mark them "F. O. B.," and said Mr. Norvell, our back country friend got his nails "Free On Board," and at the same time, to him at least, he got a "special brand." Mr. Norvell closed his interesting address by telling a number of jokes on several of the older men of the association, and the toastmaster then introduced the last speaker of the evening, A. C. Rulofson, of San Francisco, who delivered a splendid address on the subject of "Our Nation's Progress." His address was chiefly devoted to an interesting description of the upbuilding of that part of our country which lies west of the Mississippi. Mr. Rulofson handled his subject especially well, because of the fact that his father and mother were among the brave pioneers to make the journey overland fifty years ago, and who assisted in the building up of that extremely valuable part of our great country, and, although it was nearly 1 o'clock when he sat down, Mr Rulofson held the attention of all present to the end of his interesting address. The banquet broke up by all singing "Old Lang Syne."

SOUVENIRS.

Besides contributing liberally for Euchre Prizes, the manufacturers in attendance distributed many very handsome souvenirs, among which were the following:

AMERICAN AXE & TOOL CO., Glassport, Pa., souvenir hatchet, inscribed with firm name, a figure representing "Progress." and names of the officers of the National Hardware Association.

AMERICAN FORK & HOE CO., Cleveland, Ohio, mottled leather card case and memorandum book.

E C. ATKINS & CO., Indianapolis, Ind., pair link cuff buttons, sterling silver, gold plated, bearing the Atkins trade mark.

BISSELL CARPET SWEEPER CO., Grand Rapids, Mich., pocket bill book, leather.

BRYDEN HORSESHOE CO., Catasauqua, Pa., gold plated charm, and desk pen rack made from a nickled racing shoe.

CANADIAN ASSOCIATION, gold and enamel pin, in form of oak leaf, inscribed "Canada, the pride of the empire."

COLUMBIAN HARDWARE CO., Cleveland, Ohio, clock and calendar in leather easel frame.

DOVER MFG. CO., Canal Dover, Ohio, asbestos sad iron, "Tourist" size.

INTERNATIONAL CUTLERY CO., Fremont, Ohio, pocket scissors and cigar cutter.

IVER JOHNSON'S ARMS & CYCLE WORKS, Fitchburg, Mass., ash tray of bronze and enamel.

LUFKIN RULE CO., Saginaw, Mich., metal desk rule.

MAYER & CO., Philadelphia, pocket manicure file in leather case.

NORTH BROS. MFG. CO., Philadelphia, "Liberty Bell" medal in bronze.

PETERS CARTRIDGE CO., Cincinnati, paper knife, handle made of metal cartridge, case made of paper tube, with No. 12 paper shells at ends.

READING HARDWARE CO., Reading, paper weight, figure of a boy, and art ink stand representing "Autumn Leaves," with ink well in form of a nut.

SIMION L. & GEO. H. ROGERS CO., Hartford, Conn., berry fork of silver plate.

RUSSELL & ERWIN MFG. CO., New Britain, screw driver, gold plated.

THE WM. SCHOLLHORN CO., New Haven, "Bernard" ticket punch.

SIMONDS MFG. CO., Fitchburg, Mass. Hatpin, with miniature saw at end, and charm—a miniature saw—both gold plate.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass. Desk thermometer in oxydized bronze case, dial representing a target, inscribed "In shooting circles no other firearms are so highly regarded as the Stevens."

TROY NICKLE WORKS, Albany, N. Y. Wicker automobile.

UNION METALLIC CARTRIDEG CO., Bridgeport, Conn. Pocket manicure file, made by setting file in the end of cartridge bullet with metal shell as the case. The cartridge is the one recently adopted by the U. S. Government.

J. D. WARREN MFG. CO., Chicago, Ill. Playing cards and card dominoes in leather case.

WYETH HARDWARE & MFG. Co., St. Louis, embossed leather match safe.

YALE & TOWNE MFG. CO., New York, paper weight, representing part of a "Yale" lock, with key inserted.

CONVENTION BRIEFS.

E. C. Atkins & Co., Indianapolis, represented by Messrs. N. A. Gladding, Sanford, Smith and Carey, kept open house in Parlor H of the St. Charles, where they dispensed liquid refreshments to those afflicted with thirst.

W. L. Deming, of the Deming Co., Salem, Ohio, made a brief call, stopping off for a few hours from an Eastern trip.

The Peters Cartridge Co., Cincinnati, exhibited a line of their goods in rooms 263-7, The Rudolf. They were represented at the convention by Messrs. W. E. Keplinger, F. C. Tuttle, Geo. G. King, J. S. French, T. H. Keller and Geo. R. Benjamin.

The Reading Hardware Co., Reading, Pa., represented by Mr. Harbster and a staff of twenty-two, exhibited a beautiful line of lamps, bric-a-brac, etc., on the second floor of the Rudolf.

The North Brothers Manufacturing Co., Philadelphia, exhibited by demonstration the "Twin" freezer in Parlor K of the Rudolf. This freezer, which we illustrate herewith, makes it possible to make two flavors of ice cream in one operation. The freezer being so made that it can be divided in two parts by a vertical partition, which projects above the top of the can and bears against the can lid so that during the freezing nothing can pass from one side of the can to the other. The dasher has a central shaft, which fits in the groove of the partition of can. This dasher carries two sets of scrapers, one set fitting in one side of the can and the other set in opposite sides. Obviously the can cannot be turned as in old-style freezers, because of the partition. It is therefore swung forwards and backwards, and this movement is produced by a rocking motion of the crank. One scraper of the set in each half of can scrapes when can moves in one direction, and the others in opposite direction. The scrapers are so arranged as to be held automatically against side of can, so that the frozen particles on can are scraped off positively and continuously. The rocking movement of crank is regulated in its length by stops on either side, thus controlling the backward and forward mot'on of can so that the scrapers reach from one corner of can partition to that on opposite side. Outside of the special feature of making two flavors at one freezing, there is another important advantage in the American Twin Freezer, which will be greatly appreciated, and that is the more comfortable and much easier crank movement. It is very much less tiresome than turning a crank round and round, as in old-style freezers, in fact, the tiresome feature entirely disappears. This firm was represented by Messrs. North, Albrecht, McMillan, Rugg and Kinsman.

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There is one house in Philadelphia that should be mouseless for several years. Thomas James Fernley was awarded the "Booby" Prize at the euchre and it is understood that he has the privilege of bequeathing to the twins, the Lovell Manufacturing Co.'s offer to furnish a life supply of mouse traps. The other Lovell prize, wringers for life, was won by Geo. North, of Cleveland.

The cards for the "Euchre" were furnished by the J. D. Warren Manufacturing Co., Chicago. At the close of the evening's playing the ladies "cut" for the deck on the table at which they were playing.

Messrs. Conrad Dietz and E. L. Enneking, of the Boss Washing Machine Co., Cincinnati, Ohio, exhibited four of their well-known machines in Parlor H, the Rudolf. Especial attention was attracted by their latest improved High Speed "Boss Rotary," with shielded gears and heavy corrugated wood rub block or dasher with telescope, adjustable dasher post, which prevents the post projecting through the dasher.

Geo. H. Harper, well known to all regular attendants at Hardware conventions, was introducing himself again as the sales agent for the Middle West for the National Enameling & Stamping Co. William H. Matthai of this firm, was also present.

The American Wringer Co., New York, was well represented by Messrs. Geo. Reuter, Jr., C. S. Reuter, J. H. Jantz, James Richens and J. D. Aiken.

The Bronson-Walton Co., Cleveland, Ohio, represented by A. E. Bronson and Edwin A. Walton, furnished cigars for the banquet. Remembering the "Never Burn" smoke (?) of last year, many banqueters hesitated long before attempting to light these cigars, but when they finally did apply the fire, they were happily disappointed—it was no joke this time—but the real thing instead.

One of the old stand-bys—the life of many a convention for years past—Oliver Williams, of the Bryden Horseshoe Co., was sadly missed. George E. Holton, manager of this firm, was in attendance.

New Britain was, as usual, very well represented: the following being among those present from that famous city of Hardware: C. H. Parsons, C. M. Jarvis, C. B. Parsons and W. E. Bartholomew, of P. & F. Corbin Co.; Charles Glover, C. A. Earl, Fred. M. Fee and A. W. Bowman, of Corbin Screw Corporation; George W. Corbin, C. H. Baldwin, George L. Corbin, E. C. Griswold and George F. Taylor, of Corbin Cabinet Lock Co.: H. S. Hart and N. P. Cooley, of Hart & Cooley Co.: Alex. M. Stanley and R. N. Peck, of Stanley Rule & Level Co.: George P. Hart, L. H. Pease, D. B. Woodbury, W. E. Stevens, A. C. McKinnie and J H. Robinson, of Stanley Works, and Charles F. Smith, George M. Landers and J. M. Stanley, of Landers, Frary & Clarke.

Other New England States were well to the front with the following:

MASSACHUSETTS—Messrs. Hobart Ames and Myers, of Ames Shovel & Tool Co., Boston; M. H. Tarbox, Boston & Lockport Block Co., Boston: Messrs. Fairbanks and Burton, of Clinton Wire Cloth Co., Clinton: William M. Pratt, Goodell-Pratt Co., Greenfield; F. I. Johnson, J. Lovell Johnson, G. F. Sailsbury, W. A. Shephard, of Iver Johnson's Arms & Cycle Works, Fitchburg; J. A. Thurber, The H. H. Mayhew Co., Shelburne Falls: Daniel Simonds, C. K. Simonds, J. E. Kelly and G. T. Curtis, of Simonds Manufacturing Co., Fitchburg; R. M. Boutwell and S. L. Martin, of Standard Horseshoe Co., Boston: I. H. Page, F. E. Muzzy, A. H. Griffin and C. E. Roberts, of J. Stevens Arms & Tool Co., Chicopee Falls; W. C. Bray, Tubular Rivet & Stud Co., Boston.

CONNECTICUT—W. B. Lasher, Bridgeport Chain Co., Bridgeport: W. M. Taussig, E. T. Smythe, C. K. Kloefkron, of Challenge Cutlery Corp., Bridgeport: F. M. Chapin, H. M. Chapin and F. L. Stevens, The Chapin-Stevens Co., Pine Meadow; W. C. Davenport, The W. H. Davenport Fire Arms Co., Norwich: J. A. Hurley, of Hurwood Mfg. Co., Bridgeport: George E. Eddy, The Lockwood Mfg. Co., South Norwalk: Charles Rockwell, The Miller Brothers Cutlery Co., Meriden; Messrs. Lyon, Pease and L. C. and W. F. Parker, of Charles Parker Co., Meriden: F. J. Scholihorn, of the William Scholihorn Co., New Haven; Frank M. Tobin, The Tobin Arms Co., Norwich; E. E. Perry, and C. B. Lee, The Hopkins & Allen Arms Co., Norwich.

NEW HAMPSHIRE—Gov. D. H. and R. C. Goodell, A. W. Bond, H. A. Hurlin, The Goodell Co., Antrim; E. B. Pike, E. Bertam Pike and E. Warren Smith, of Pike Mfg. Co., Pike; L. F. Thurber, of White Mountain Freezer Co., Nashua.

RHODE ISLAND—Henry A. Taylor, William G. Smythe and E. E. Lothrop, of American Screw Co., Providence; Wallace L. Pond and George K. Collerd, of Nicholison File Co., Providence.

VERMONT—Messrs H. B. and H. S. Barden, of Wallingford Mfg. Co.

NEW YORK CITY was, as usual, well represented by the following, besides those already mentioned: Frank Dickerson, American Sheet & Tin Plate Co.: J. A. Foster and L. A. Tranberg, of John Chattilon Co.; S. R. Droescher; Messrs. H. B. and C. W. Plumb, Carter and Ford, of Eagle Lock Co.: James F. McCabe, of McCabe Hanger Co.: Messrs. Towne, Clarke and Bigelow, Yale & Towne Mfg. Co.: L. H. Vogel, William I. Sherwood, William Vogel & Bros.

PHILADELPHIA'S delegation of manufacturers also included the following: Alfred N. Barnett, of G. & H. Barnett Co.: Messrs. Adamson and Mallon, of Baeder, Adamson Co.: L. B. Morris, Cambria Steel Co.: Messrs. Samuel, H. C. and S. H. Disston and George Koon, of Henry Disston & Sons, Inc.; Messrs. Devlin and Sprague, of Thos. Devlin Mfg. Co.: Charles W. Asbury, Enterprise Mfg. Co., of Pennsylvania: Messrs. Hugh, H. L., E. V. and J. J. McCaffrey, of McCaffrey File Co.; Harry Mayer, of Mayer File Co.: Messrs. Milton and E. S. Jackson and C. E. Chalfont, of Miller Lock Co.: Messrs. Fayette R. Plumb, W. R. Howell and J. J. Teeple, of Fayette R. Plumb, Inc.

The delegation from CLEVELAND included the following: F. S. Kretsinger and J. A. Carter, American Fork & Hoe Co.; H. W. Avery, Avery Stamping Co.; H. W. Caldwell, The Cleveland Stone Co.; E. G. Buckwell, The Cleveland Twist Drill Co.; C. F. Stork, W. B. Wood, W. C. Witcher and L. S. Sherwood, of Columbian Hardware Co.; A. E. Menke, The Ferrosteel Co.: F. W. Davis, The Lake Erie Iron Co.: Messrs. Scranton and Waite, of the National Acme Mfg. Co.

PITTSBURGH sent the following: J. W. Brainerd, Carnegie Steel Co.; Robert Garland and Alfred Sang, Garland Nut & Rivet Co.; George V. Willson, The Hussy Binns Co.; W. H. Hays, Iron City Tool Works, J. P. McKinney and C. M. King, McKinney Mfg. Co.; H. B. Lupton, Oliver Iron & Steel Co.; Messrs. Forman, Johnson, Taylor, Reitz and Porcher, The Pittsburgh Steel Co.; W. R. Dawson, The Standard Chain Co.

Among other members of the Manufacturers' Association who were present were the following:

G. A. Mason, T. H. Taylor, American Steel and Wire Co., Chicago, Ill.: H. A. Wagner, C. P. King, American Iron and Steel Mfg. Co., Lebanon, Pa.; C. W. Hubbard, S. W. Baker, W. T. Johnson, F. E. Corey, F. W. Baker, American Axe and Tool Co.; Glassport, Pa.; Henry G. Atha, Edward Ingalls, Edward F. Ross, The Atha Tool Co., Newark, N. J.

R. E. Shanahan, T. W. Williams, Bissell Carpet Sweeper Co., Grand Rapids, Mich.; S. G. Gilfillan, J. R. Gilfillan, Belfont Iron Works Co., Ironton, Ohio; Jesse E. Hall, Belding-Hall Mfg. Co., Chicago, Ill.; Gustav Bommer Bommer Bros., Brooklyn, N. Y.; George H. Bishop & Co., Lawrenceburg, Ind.; H. B. Black, H. B. Black & Co., Chester, Pa.

G. D Waterman, Henry Cheny Hammer Co., Little Falls, N. Y.

Chas. T. Johnson, R. F. Lund, the Dover Manufacturing Co., Canal Dover, Ohio.

E. T. Fraim, E. T. Fraim, Lancaster, Pa.

James C. Griffin, W. A. Crawford, Wm. Trask, O. B. Surpless, the Griffin Mfg. Co., Erie, Pa

Williston B. Penfield, the Hamilton Rifle Co., Plymouth, Mich; Elias G. Heller, Paul E. Heller, Heller Brothers Co., Newark, N. J.;

F. S. Colvin, the Irwin Auger Bit Co., Wilmington, Ohio.

J. P. Kelly, Kelly Axe Manufacturing Co., Alexandria, Ind.

A. W. Walker, Lovell Manufacturing Co., Eroe, Pa.; Theo. Huss, H. G. Hollis, the Lufkin Rule Co., Saginaw, Mich.; Samuel L. Moyer, the Lunkenheimer Co., Cincinnati, Ohio.

William J. McCurdy, Never Slip Manufacturing Co., New Brunswick, N. J.

Wm. E. Jones, Wm. G. Miller, Ohio Tool Co., Columbus, Ohio; A. M. Kinsley, G. N. Allen, P. B. Noyes, Oneida Community, Ltd., Kenwood, N. Y.

Geo. A. Baird, Republic Iron and Steel Co., Chicago, Ill.; A. C. Romer, W. A. Chenoweth, Romer Axe Co., Dunkirk, N. Y.; Mr. Johnson, Rome Manufacturing Co., Rome, N. Y.

O. P. Schriver, O. P. Schriver & Co., Cincinnati, Ohio; Fred. S. Merrick, Harry D. Merrick, Standard Horse Nail Co., New Brighton, Pa.; Julius C. Birge, Walter W. Birge, St. Louis Shovel Co., St. Louis, Mo.: G. W. Brown, Southern Plow Co., Columbus, Ga.

John E. Gaitley, S. H. Jacobs, Troy Nickel Works, Albany, N. Y.; J. M. Sanders, U. S. Stamping Co., Moundsville, W. Va.

John A. Moore Warwood Tool Co., Wheeling, W. Va.; S. S. Gould, Wm. W. Wood, 3d, C. N. Avery, the Wood Shovel and Tool Co., Piqua, Ohio; Henry Belin, Jr., Nathaniel G. Robertson, Wyoming Shovel Works, Wyoming, Pa.; D. W. Simpson, Wilcox Manufacturing Co., Aurora, Ill.; John G. H. Marvin, J. H. Dillon, L. & I. J. White Co., Buffalo, N. Y.; W. A. Williamson, C. T. Williamson Wire Novelty Co., Newark, N. J.

W. H. Cole, of Tower & Lyon Co., New York, dropped in long enough to shake hands with a few of his many friends.

Frank M. Tobin brought with him his sample case and received many complimnets on the exceptionally fine line of guns being made by his firm, the Tobin Arms Co., Norwich, Conn.

The re-election of the officers of both associations was universally satisfactory because of their tireless efforts during the past year in promote the good of association work.

Tom Ellis, formerly with the Iver Johnson Arms & Cycle Works, who is taking a well-earned rest for a few months, was on hand shaking hands with his host of friends.

The management of the Rudolf seemed to have had the idea that the convention was being held chiefly for the hotel's benefit. One manufacturer sent several of a well-known household article to be used as euchre prizes. After a long search he found them—all being used in different parts of the hotel.

The Reading Hardware Co. earned the thanks of both associations for their tireless efforts toward making the occasion one of both pleasure and profit.

The good work of the Manufacturers' Association is beginning to show its effect. A number of visiting manufacturers expressed their determination to present applications for membership before the next meeting.

VISITORS.

Among the visitors, not previously mentioned, and who are not members of either associations, were the following:

Charles Allen, Philadelphia, Pa.

A. Eugene Bolles, HARDWARE, New York City, N. Y.; Irby Bennett, Winchester Repeating Arms Co., Memphis, Tenn.; F. R. Blauvelt, R. K. Carter & Co., New York City, N. Y.; W. P. Bogardus, president National Retail Hardware Association, Mt. Vernon, Ohio; E. M. Bush, National Retail Hardware Association, Evansville, Ind.; A. C.

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Barrell, Union Metallic Cartridge Co., New York; Clement M. Biddle, Biddle Purchasing Co., New York; J. L. Beaesdell, Bullard & Co., Providence, R. I.

C. B. Carter, So. Hardware Jobbers' Association, Knoxville, Tenn.; M. L. Corey, secretary National Retail Hardware Association, Argos, Ind.; Evan G. Chandlee, Edw. K. Tyron, Jr., & Co., Philadelphia; M. T. Christopher, Findlay Axe and Tool Co., Findlay, Ind.; J. P. Cole, Biddle Purchasing Co., Pittsburgh.

O. S. Decker, Sligo Iron and Steel Co., Pittsbugrh, Pa.; Frank Drew, Winchester Repeating Arms Co., Philadelphia, Pa.; Omar S. Decker, Sligo Iron Works, Pittsburgh.

W. B. Fox, Jr., W. B. Fox & Bro., New York City, N. Y.; W. P. Field, Geo. Wostenholm & Son, New York, N. Y.; O. J. Fowler, Osgood Scale Co., Binghamton, N. Y.

Alfred C. Greening, R. K. Carter & Co., New York City, N. Y.; A. W. Giessner, Ez. Steel Furnace Co., Chicago, Ill.; W. J. Gold, Chicago Hardware Co., Chicago, Ill.

Thomas Hunter, Hunter Arms Co., Fulton, N. Y.; Ed. Hoffman, Hoffman Hardware Co., Los Angeles, Cal.

T. Frank Ireland, National Retail Hardware Association, Belding, Mich.

Sidney Johnson, *Am. Artisan and Hardware Record*, Chicago, Ill.; R. R. Jones, Clyde Cutlery Co., Clyde, Ohio; W. A. Brothwell, Russell Jennings' Mfg. Co., Deep River, Conn.

James H. Kennedy, *Hardware Dealers' Magazine*, New York City, N. Y.

W. J. Lockwood, Jno. H. Graham Co., New York City, N. Y.

John C. McCausian, Philadelphia, Pa.; S. R. Miles, National Retail Hardware Association, Mason, City, Iowa; D. T. Mallett, *Hardware Dealers' Magazine*, New Yokk City, N. Y.; T. A. Marshall, Union Metallic Cartridge Co., New York;

T. H. Newman, Caverhill, Learmont & Co., Montreal, Can.

William Odell, Ammunition Association, New York City; Thos. E. Oliver, Oliver Bros., New York City, N. Y.

W. H. Pipp, Columbian Enameling Co., Terre Haute, Ind.; W. P. Pauiscroft, R. K. Carter & Co., New York City, N. Y.

H. H. Roberts, *Iron Age*, Chicago, Ill.; A. C. Rulofson, San Francisco, Cal.; John T. Rountree, San Francisco, Cal.; Chas. F. Reichner, Geo. Griffith Co., Philadelphia.

George H. Sargent, Sargent & Co., New York City, N. Y.; H. C. Shaaber, Chantrell Tool Co., Reading, Pa.; A. G. Sherman, Wright Shovel Co., New York, N. Y.; L. P. Smith, Smith & Hemenway Co., New York City, N. Y.; Wm. Shaw, vice-president, Canadian Wholesale Hardware Association, Quebec, Can.; Robert Starke, Montreal, Canada; Daniel Stern, *Am. Artisan and Hardware Record*, Chicago, Ill.; W. E. Shaw, Western Block Co., Lockport, N. Y.

Chas. Z. Tryon, E. K. Tryon, Jr., & Co., Philadelphia, Pa.

Hon. W. R. Walkley, Peck Stow & Wilcox Co., New York; A. W. Wagner, Wagner & Marshall, Chicago, Ill.; Samuel E. Winslow, Samuel E. Winslow Skate Manufacturing Co., Worcester Mass.; D. L. Winchester, 2d, Kantse Bros., New York City, N. Y.; R. R. Williams, *Iron Age*, New York; John O. Williams, Brooklyn, N. Y.; C. A. Whitman, president Canadian Wholesale Hardware Association, Montreal, Canada; T. H. Gassett, Peck, Stow, Wilcox Co., New York.

LADIES.

Mrs. Chas. W. Asbury, Philadelphia, Pa.; Mrs. Chas. Allen, Philadelphia, Pa.; Mrs. Henry W. Avery, Cleveland, Ohio; Mrs. A. C. Albrecht, Philadelphia, Pa.

Mrs. J. G. Bauer, Topeka, Kan.; Mrs. Julius C. Birge, St. Louis, Mo.; Mrs. Walter W. Birge, St. Louis; Mrs. A. Eugene Bolles, New York City, N. Y.; Mrs. Irving D. Booth, Elmira, N. Y.; Mrs. Howard L. Boas, Reading, Pa.; Mrs. W. H. Bennett, Chicago, Ill.; Mrs. J. H. Boucher, Rochester, N. Y.; Mrs. H. B. Black, Chester, Pa.; Miss Bonbright, Philadelphia, Pa.; Mrs. C. H. Baldwin, New Britain, Conn.; Miss Hattie Brant, Davenport, Iowa; Mrs. H. B. Barden, Wallingford, Vt.; Miss Bihler, Pittsburgh, Pa.; Miss H. E. Barden, Wallingford, Vt.; Mrs. W. A. Brothwell, Deep River, Conn.

Miss Gertrude Chandlee, Philadelphia, Pa.; Mrs. C. D. Clark, Peoria, Ill.; Mrs. Geo. W. Corbin, New Britain, Conn.; Miss Clark, Peoria, Ill.; Mrs. J. L. Clayton, Philadelphia, Pa.; Mrs. C. F. Carrier, Elmira, N. Y.

Mrs. H. S. Dormitzer, Hotchkissville, Conn.; Mrs. Samuel Disston, Philadelphia, Pa.; Miss Edna Disston, Philadelphia, Pa.; Mrs. H. S. Darby, Troy, N. Y.

Mrs. George E. Eddy, Baltimore, Md.

Mrs. T. James Fernley, Philadelphia, Pa.; Mrs. E. S. Fogg, Philadelphia, Pa.; Mrs. E. T. Fraim, Lancaster, Pa.; Miss Hattie Fernley, Philadelphia, Pa.; Miss Josephine Fernley, Philadelphia, Pa.

Mrs. Robert Garland, Pittsburgh, Pa.; Mrs. Geo. E. Garland, Kansas City, Kan.; Miss Alice Garland, Pittsburgh, Pa.; Mrs. Albert A. Gery, Reading, Pa.; Mrs. W. M. Glass, Omaha, Neb.; Mrs. A. W. Giessner, Chicago, Ill.; Miss Margaret Giessner, Chicago, Ill.; Mrs. John R. Griffith, Philadelphia, Pa.; Mrs. S. G. Gilfillan, Ironton, Ohio; Miss Mary F. Griffith, Philadelphia, Pa.; Mrs. John E. Gaitley, Albany, N. Y.; Miss Julia H Griffith, Philadelphia, Pa.

Mrs. George E Holton, Catasauqua, Pa.; Mrs. J. Hardy, Toronto, Canada; Mrs. John E. Harbster, Reading, Pa.; Mrs. Wm. R. Howell, Philadelphia, Pa.; Mrs. T. B. Hendrickson, Reading, Pa.; Mrs. C. W. Henderson, Boston, Mass.; Miss Jeanne Howell, Philadelphia, Pa.; Mrs. Ed. Hoffman, Los Angeles, Cal.; Mrs. V. E. Hamilton, Oskaloosa, Iowa.

Mrs. G. L. Irvin, Baltimore, Md.

Mrs. G. N. Jacobi, Reading, Pa.

Mrs. C. A. Knapp, Sioux City, Iowa; Mrs. W. D. Krenson, Savannah, Ga.; Mrs. F. S. Kretsinger, Cleveland, Ohio; Miss Gertrude A. Kirk, St. Paul, Minn.; Mrs. C. P. King, Atlanta, Ga.; Mrs. J. C. Kroner, La Crosse, Wis.

Mrs. C. B. Lockwood, Cleveland, Ohio; Mrs. E. J. Lloyd, Pittsburgh, Pa.; Miss Martha Lloyd, Pittsburgh, Pa.; Mrs. Henry B. Lupton, Pittsburgh, Pa.; Mrs. H. J. Lee, Omaha, Neb.; Mrs. W. J. Lockwood, Chicago, Ill.; Miss Lockwood, Chicago, Ill.

Mrs. G. A. Mason, Chicago, Ill.; Mrs. H. C. Marshall, Duluth, Minn.; Miss Edith A. McIntosh, Cleveland, Ohio; Mrs. D. A. Merriman, Chicago, Ill.; Mrs. D. T. Mallett, New York, N. Y.; Mrs. W. B. Mable, New York City, N. Y.; Mrs. Wm. J. McCurdy, New Brunswick, N. J.; Mrs. E. W. Morley, Saginaw, Mich.; Mrs. John G. Mohn, Reading, Pa.; Mrs. William Mohn, Reading, Pa.; Mrs. Hugh McCaffrey, Philadelphia, Pa.; Mrs. F. D. Mitchell, Philadelphia, Pa.; Mrs. E. P. May, Washington, D. C.; Mrs. F. E Muzzy, Chicopee Falls, Mass.; Mrs. A. C. McKinnie, New Britain, Conn.

Mrs. E. C. Neal, Buffalo, N. Y.; Miss Ella M. Neiman, Philadelphia, Pa.; Mrs. R. H. North, Philadelphia, Pa.; Mrs. H. E. Nickerson, Providence, R. I.

Mrs. B. P. Opdyke, Philadelphia, Pa.; Mrs. C. E. Otto, Burlington, Iowa.

Mrs. Fayette R. Plumb, Philadelphia, Pa.; Mrs. H. Vance Peters, Philadelphia, Pa.; Mrs. E. B. Pike, Pike, N. H.; Mrs. Wm. M. Pratt, Greenfield, Mass.; Mrs. I. H. Page, Chicopee Falls, Mass.; Miss G. E. Page Chicopee Falls, Mass.

Mrs. S. Y. Reigner, Reading, Pa.; Mrs. Geo. Reuter, Jr., New York City; Mrs. C. S. Reuter, New York City; Mrs. H. H. Rudd, Cleveland, Ohio; Mrs. A. C. Rulofson, San Francisco, Cal.; Mrs. DeL. Rugg, Philadelphia, Pa.

Mrs. Daniel Simonds, Fitchburg, Mass.; Mrs. Wm. G. Smythe, Providence, R. I.; Miss Helen Smythe, Providence, R. I.; Mrs. H. L. Spencer, Sioux City, Iowa; Mrs. William W. Supplee, Philadelphia, Pa.; Miss Olive Supplee Philadelphia, Pa.; Miss Fannie Supplee, Philadelphia, Pa.

Mrs. W. M. Tauss'g, New York City; Mrs. W. D. Taylor, Cleveland, Ohio; Mrs. Henry A. Taylor, Chicago, Ill.; Mrs. Isaac G. Treat, Reading, Pa.; Mrs. George Tritch, Jr., Denver, Colo.; Mrs. G. W. Trout, Chicago, Ill.; Miss Geraldine A. Tully, Philadelphia, Pa.

Mrs. F. Walker, Portland, Me.; Mrs. H. A. Wagner, Lebanon, Pa.; Mrs. R. S. Woodruff, New Haven, Conn.; Mrs. John O. Williams, Brooklyn, N. Y.; Mrs. W. A. Williamson, Newark, N. J.; Mrs. C. A. Whitman, Montreal, Canada; Mrs. R. D. Wyckoff, New York City; Miss Ada Wright, Omaha, Neb.

RECENT PUBLICATIONS.

THE ADVANCE MACHINERY CO., Toledo, Ohio, are the distributors of an attractive pamphlet catalogue of the long envelope size, treating on the use and abuse of glue in preparation; illustrating, describing and pricing the Wetmore patent glue heater and copper equipment for the glue room. The book is strictly high grade, being finely printed on excellent paper, and the illustrations are very handsome half-tones. Regarding glue heating, they give the following valuable information: "Glue is cooked or boiled in the process of its manufacture; does not require further treatment along these lines. Glue should be dissolved, not cooked, in Heater. It should acquire and maintain a temperature of 150 degrees Farenheit. When steam is the heating agent, it should be turned entirely off when glue is properly dissolved; sufficient steam invariably escapes from valve to maintain glue at proper temperature. Other heating agents should be regulated accordingly. Glue should be soaked in cold water before going into Heater. Soaking in warm water is injurious to glue. Heater remains warm after the day's use; steam Heaters are always warmed by escaping steam. Soak glue in separate vessel. Flake glue soak from twelve to fourteen hours; ground glue three to four hours. Good glue absorbs one and one-half to two and one-half times its weight, not bulk." Much more information can be obtained from their catalogue, which will be sent upon request.

THE ERIE SPECIALTY CO., Erie, Pa., are the authors of a very handsome booklet, finely printed on heavy coated paper, and throughout is illustrated with excellent half-tones. The book is devoted entirely to exploiting Walker's corkscrews and is entitled "Sir Corkscrew's Soliloquy," which is written in clever verse. Indeed, so highly does Sir Corkscrew estimate his namesake that his musings commence thus:

"When I recall the how-de-do the first steam engine caused.
And how, when flashed the telegraph, the great world almost paused,
And the row anent the telephone and eke the phonograph,
And other small inventions, why, I really have to laugh."

Continuing in verse, he tells the why and wherefore of his enthusiasm over the "brain of Walker and his deft, ingenious hand." The following pages describe and illustrate in good, sound prose, their latest designs of Walker's Corkscrews and bottle openers, with fancy cocobola handles, etc., which they have designed to be easy for the hand as well as ornamental and attractive in appearance. They make over seventy different sizes and styles. This little work should be in the hands of every one interested in corkscrews. They also issue a full illustrated catalogue, which will be mailed on application.

COMFORT.

Comfort is the vestibule of luxury, with no visible partition between.—*Puck.*

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The ORIGINAL

Star Safety Razor

A few of our Specialties.

ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8-12 Reade St. *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.



READY FOR USE.

"Star" Safety Corn Razor

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor.
With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

We're helping you sell it through our Magazine Advertising.

Guard partly open



KAMPFE BROS.
8-12 Reade St.,
NEW YORK.

Send for descriptive catalog and prices.

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REVIEW OF THE MARKETS.

WIRE NAILS.—On Wednesday, the 16th inst., the long expected advance took place by which the American Steel & Wire Co. advanced the price of all Steel products $2 per ton, advancing the price of Wire Nails 10 cents per 100 pounds. Carload prices remain the same to either wholesale or retail trade, being as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. for cash in 10 days:

Carload lots	$1.70
Less than Carload lots	1.75

New York. The advance has made little difference in sales, which is an improved condition, and is becoming more so every day. Quotations at the advance is as follows:

Single carloads on dock	$1.84
Small lots from stores	1.95

CUT NAILS.—At the last meeting of the Cut Nail Association it was understood that upon an advance taking place in the prices of Wire Nails, it would necessitate the same change in the price of Cut Nails and cause them to be quoted the same. When the advance took place in Wire Nails the Secretary of the Association notified the dealers to quote Cut Nails at the same prices. Consequently the quotations are as follows: $1.70 and $1.75 for carload and less than carload respectively f.o.b. Pittsburgh.

New York. Local demand is a very satisfactory one, with the market firm and with quotations as follows: Carloads on dock, $1.84. Less than carloads on dock, $1.89. Small lots from store. $1.95.

BARB WIRE.—The advance on the 16th inst. affecting all Wire products advanced the price of Barb Wire to the following schedule. Demand has been very good, and the market firm, with quotations as follows, f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.85	$2.15
Retailers, carload lots	1.90	2.20
Retailers, less than carload lots	2.00	2.30

SMOOTH WIRE.—The change in prices affected all Wire products alike, making new quotations as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

Jobbers, carload lots	$1.55
Retailers, carload lots	1.60

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

BOLTS AND NUTS.—A meeting of the Nut and Bolt Association, composed of all the leading manufacturers in the trade, was held last week to consider the question of advancing prices, as quotations of raw material were advancing, and all other iron products were higher than formerly. While the feeling held good for raising the current quotations, they could not agree upon the extent of the advance, so the question was postponed until December 21st, as the manufacturers will make their own prices in the meantime, an advance of five to ten per cent will probably be the prevailing rate.

SHEET ZINC.—Quotations have advanced twice on recent dates by leading makers. On November 12th the base price was advanced 10 cents, and on the 16th inst. a further advance of 20 cents was made, which brings the base price up to $6.70 per 100 pounds for Sheet Zinc in 600 pound cask lots f.o.b. cars at mill. There is an increasing demand for the Metal in the market, and the growing scarcity of Spelter accounts in some measure for the continued changes.

CORDAGE.—The following prices represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	11¼ to 12
No. 2 Manilla	10¼ to 11
Pure Sisal, 7-16 and larger	9¼
No. 2 Sisal, 7-16 and larger	7¼

LINSEED OIL.—Under date of November 15 the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....42 cents per gallon.
In lots of 5 barrels or more.....41 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity, at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil .....55 cents per gallon.

THE PHILADELPHIA TRADE.

The writer has just returned from the annual meeting of the National Hardware Association, Atlantic City, and was much gratified at the hopeful spirit shown by both jobbers and manufacturers. Almost all regard 1904 as having exceeded their expectations in the volume of trade, and consider themselves justified in looking forward to an even better trade in the year 1905. The advance in nails and wire of ten cents per keg, which was announced during the session, naturally stimulated this feeling, and the outlook is regarded as very promising. Philadelphia jobbers share in this feeling, and report a good volume of Fall business, with cutlery and fancy goods well in demand, and prices showing a decidedly upward tendency. The market for raw material is stiffening constantly, and with the higher prices in labor which are now the rule, it seems impossible for manufacturers to come out whole on some goods which are near the raw products. Collections are also improving, as farmers have realized on their produce, while labor is probably more generally employed than was the case early in the Fall. Trade is now looking forward to the Holiday season; a good demand is expected for Holiday goods, and stocks in these lines are being replenished freely by most dealers.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

Trade conditions in Pittsburgh continue to improve and there is a general conviction that we are on the eve of another term of business expansion. The low prices reached in pig iron and its products during the past summer, marked the turning point and at present there is a strong market with advanced prices for pig iron, tubing, billets and a prospect for advance in wire and nails and structural materials. Our merchant trade is dependent upon the manufacturing interests almost wholly and this change of sentiment is therefore very welcome among all classes. Coal and coke being necessary in the production of steel, these interests are also quite busy, and, as they employ a large number of men, this is one of the best departments for the storekeeper At present writing the convention in Atlantic City is in session, and no doubt your issue of November 25th will contain an account of their proceedings. Live questions arise every year regarding the best methods of merchandising, and their discussion in these meetings spreads rapidly the ideas of the trade regarding them, so that they may be generally adopted. If the stand taken by regular dealers, that through the jobber and retailer is the best and most economic way of distribution from maker to consumer, the very best methods of merchandising must be used to withstand other plans of selling. Discussion in convention by manufacturer, jobber and retailer will bring out these methods and permit each of the three interested parties to bring his work into harmony with the others.

LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

It snowed soon after Election, and some people think it snowed on Election Day; but the storm was of short duration and we are having our Indian Summer, and on football days you imagine the city is full of genuine Indians or D—— "Phools," judging by the "Wa-Hoos" and "Ya-Yas," etc. But we must not kick, because we were young ourselves a good many years ago.

The open season for quail and rabbits is on now, and so far we think more men and boys have been shot than quail. Naturally one would think almost anybody could tell the difference between a man and quail. We know some men are birds and they flop around a good deal, but they are not much on the fly. The little animal with long ears and a bunch of cotton on his hind end is plentiful and affords nice sport. The writer hasn't enjoyed the sport this Fall for two reasons—no time and no dog.

Trade is first class on most all Fall lines. The recent advance on nails will no doubt put more confidence in the general mar-

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JAP-A-LAC

"WEARS LIKE IRON"

THE Hardware dealer, who is willing to take his share of the profits accruing from JAP-A-LAC sales, is sure to become an enthusiast on this new wood finish.

We advertise it in the principal magazines and periodicals, and spend immense sums of money in explaining its merits to the millions of readers.

JAP-A-LAC is the quickest selling commodity of its kind in the market.

JAP-A-LAC does not scratch white or show heel marks.

JAP-A-LAC may be used for all kinds of interior finishing, furniture, iron work, doors, etc.

There is nothing just as good. Why not stock what people call for?

Write for special proposition to dealers and full information.

THE GLIDDEN VARNISH CO.
MAKERS OF HIGH GRADE VARNISHES
No 44 WILLIAMSON BLDG. CLEVELAND, O.

ket. There is nothing like an advance on pig iron, billets, etc., to stir things up. Iron is king every place but in Kentucky. You know you can't get juice out of iron. We think the year's business will be satisfactory and everything indicates a good business for 1905. We trust we may not be disappointed.

THE SMITH BROS. HARDWARE CO.,
J. H. Smith.

THE DAVENPORT TRADE.

Nails, barb wire, etc., advanced on the 16th. This was not a surprise to the trade; it had been anticipated for several weeks. As the prices are still low—too low, it is possible there will be another advance soon.

There has been a marked improvement in trade, and the sales for November are larger than a year ago. Collections satisfactory. SICKELS, PRESTON & NUTTING CO.

THE CINCINNATI TRADE.

The change from apathy to hustle during Election week was unprecedented in Cincinnati. Money could be had for the asking, and every hotel was unable to accommodate the visitors. The retail Hardware trade was better than in five years past, and in fact, every retail house did a phenomenal business. The only reason assigned was the buoyant feeling of relief that it was all over. The Cincinnati manager of the Warehousing & Surety Co. loaned over the 'phone on Election Day sixty thousand dollars South, which never was known to have been done before and which is owing to the very much changed relations of North and South. Providence certainly helped matters along, relieving the long dry spell with a substantial rain, providing water for the barren districts adjacent Cincinnati, and farmers took advantage of it to come to Cincinnati for a rest. The Hardware Jobbers express the view that 1905 will be a banner year. Stock taking will soon begin and what orders are coming for nails, wire or other steel goods except for specified quantities and immediate delivery, in anticipation of the increase in price on this line, notification of which is expected daily at this writing, November 17th. The effect of this will be to clean up 1904 without any orders on the books to fill at 1905 prices. Good crops are being sold for good prices in this section, and the cotton, sugar and rice men in the South are holding crops for higher prices. Cotton will go between 10 and 11 cents, probably 10½. C. Hedeman, manager of the Honolulu Iron Works Co., placed an order for sugar machinery in Hamilton, Ohio, while here. He said that the sugar production this season in the Hawaiian Islands would reach 450.000 tons, which will bring one cent a pound more than it has for years.

THE SAN FRANCISCO TRADE.

The composite voice of the three Pacific Coast States is a unified proclamation that the presidential election has come and gone, and trade is running along as briskly as before, under a full head of steam, with no signs of slackening anywhere; that here in San Francisco is visible a marked increase in activity on the Stock and Bond Exchange, with prices for sugar and other stocks advancing, and a however remark that stocks are not the only line showing increased activity, but that many of the staples of the coast exhibit an expanded movement, notably in the processional activity being iron and steel, Hardware, lumber and other building material, coal, oil, glass, paints, etc.; that our local conditions show no relapse whatever; that the Pacific coast has not only sent in excellent reports throughout the last seven years, but continues to send them in, with no indications of a break; that our coast products, with the exception of raisins and prunes, are moving out of producers' hands as fast as they are harvested, and are bringing first-class prices; that all banks, city and country, report money plentiful at normal rates of interest; that the magnitude of building operations, particularly in this coast metropolis, is attracting general attention, and, in fact, that this is a remarkable era of business activity in the Golden State, and apparently that the end is not yet.

A prominent machinery firm in this city is shipping, through local agents of the Japanese Government, a large number of lathes for boring big guns and manufacturing shells. Close guard is being kept of every channel through which information might leak, but enough is known to warrant the assertion that the Pacific Coast is being scoured and all lathes of certain sizes on the market snatched up regardless of price. Shipments have already been made and it is believed that further consignments are at the present time on the water front awaiting suitable opportunity for getting them started on their journey to the Orient. They are all being shipped through a local house that is assembling orders distributed among different firms and are so invoiced that nothing of a suspicious nature is apparent on the

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

steamer's manifest. The president of the local firm that is shipping the lathes smilingly denied to the interviewer that they were connected in any way with contraband traffic, but admitted that lathes seemed to be a popular article on the market at present, and that heavy consignments were handed over, at the dock, to another local firm that looked after their shipment. The ship's manifest was given as the only source from which their destination could be obtained, and a hint at the identity of the ship was refused.

Steps have been taken for the establishment of a $10,000,000 iron plant in San Diego, Cal. The enterprise has the reputed backing of the promoters of the San Diego and Eastern Railway Company, and will handle the ore from the mines in Lower California. Agents of the new corporation have been at work for some time and have secured options on lands in National City and Oldtown, within the few miles lying between San Diego and the Mexican line, and the new iron works will be located in one of these places.

A plant for the manufacture of explosive powder of all kinds will soon be built upon the shores of Puget Sound, near Seattle, by the California Powder Works, associated with the Du Pont powder interests. It will cost $250,000 and its primary output will be thirty tons a day. This will be increased with the demands of trade, as the plant will have a capacity much larger than the quantity stated. At the outset it will employ about eighty-five men.

The Manufacturers' and Producers' Association of San Francisco has received from Washington a number of blue print drawings, together with specifications for a supply of certain steel castings and links to be used at Panama. Bids for furnishing these articles are requested by the Government from San Francisco and Pacific Coast dealers.

The United States, in relation and for the San Francisco wholesale Hardware house of W. W. Montague & Co., has sued Rudolph Axman and the American Surety Company of New York for $5,476.96, in the United States Circuit Court. The complaint states that on September 14, 1899, Axman contracted to remove Arch Rock, Shag Rock No. 1-2, in San Francisco bay, and gave bonds through the surety company for $100,000. Montague & Co. allege that the sum sued for is still due for iron pipe casings furnished, with 7 per cent. interest from October 24, 1902.

INDUSTRIAL PRESS ASSOCIATION.

MECHANICAL DEVICES THAT SEEM TO HAVE BRAINS.

A writer in a recent issue of the Washington *Star* relates some interesting observations regarding the progress made by American ingenuity.

"From the corn-miller's little bell that sets up a fussy tinkling the moment the hopper runs empty, up to the calculating machines that are now to be found in banks and insurance offices, clearing-houses and observatories, there are so many mechanical substitutes for brain-workers that it is difficult at times to realize that it is, after all, only mechanism and not intelligence that is being evolved," said an employee at the patent office to the writer. "Some of the touches of what, for convenience, we may call mechanical intelligence to be met with in various odd corners of the industrial and commercial world are really quite amusing, and they have their prototype in that little bell of the old windmill.

"There is, for instance, to be seen in any screw factory, a different application of that device. The machinery takes hold of a rod of metal, pulls it rapidly along, gives the end of it the general shape of a screw, cuts the thread round it and the slot in the head, and then ships off a perfect screw. If you watch the thing actually making the screws the idea strikes you that it is really a piece of mechanism; but when the machine comes to the end of its material and gives a sharp, impatient ring of the bell for the attendant to bring more, you cannot help laughing and you would scarcely be surprised if, when the man came with another rod, the busy screwmaker gave him a sharp reprimand for inattention and dilatoriness. In these days of phonographs, of course, it would be quite practical to make it do so.

"The machine by which railroad tickets are printed gives another amusing little show of intelligence or what looks to be very like it. Railway tickets are not, as might be supposed, printed in large sheets and afterward cut up. The cardboard is cut into tickets first and they are printed one by one afterward. The little blank cards are put in a pile in a kind of perpendicular spout, and the machine slips a bit of metal underneath the bottom of the spout and pushes out the lowest ticket in the pile to be printed and consecutively numbered. It is of no use to print a bad ticket. The machine finds out an imperfect blank in an instant, and flatly refuses to have anything to do with it.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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"These are simple instances of a good imitation of watchfulness and discrimination; indeed, the latter looks almost like conscientious care. They afford a droll suggestion of the trained intelligence of the learned pig or the performing dog; and we find many various degrees of the same. At the United States mint they have weighing machines for coins to which it is difficult to deny a very acute intelligence. The mint apparatus is the more remarkable of the two.

"The new coins at the mint, however, are sometimes a trifle over weight, while sometimes, of course, they are under, so it is necessary to sort them out in three categories—light, heavy and good. This delicate business is done with unerring precision by a long row of wonderfully clever machines. Into these machines single piles of shining new coins are put, and quite automatically the mechanism takes each coin, puts it into the scale and in a fraction over two seconds—at the rate of twenty-five a minute—weighs it. If the coin is light the machine shoots it into its proper receptacle; if heavy, into another, and if it is of correct weight, or with a margin as they call it, it is pushed into a third receptacle."

RECENT PUBLICATIONS.

The Whitman & Barnes Mfg. Co., Chicago, Ill., are the authors of an attractive catalogue showing by description and illustrations the merits of their Diamond Haying Tools and Supplies. The book is in large pamphlet form and contains twenty-five pages, each containing several illustrations. The book also gives instructions to set up and operate Diamond Independent Engines and Single Track Automatic Sling and Fork Carriers, which instructions are embraced in the following: "Before placing the cars on the track make sure that the locking parts work freely and quickly; use plenty of oil to loosen the joints and wheel bearings. Try the rope by working the locking device, that is, in and out of the stop; for best results 7/8 inch rope, as this size is plenty large enough to lift any load and will guarantee positive working of the car. These cars can be tripped automatically by setting the starter up or down on the rope; the starter is adjusted by opening and closing the cam; this is done by the man on the load and will start the car out of the stop exactly where he wants it. These cars, when sent out, are set up for triple hoists, but can be made double hoists by changing the ropes." Send for one of the above catalogues for other useful information on this subject.

The Wapak Hollow Ware Co., Wapakoneta, Ohio, are distributing the third edition of their catalogue in which they exploit the goods of their manufacture which include sugar kettles, ventilation grates, lawn furniture etc., and they request that all previous issues be destroyed. To supply a growing demand for pots and kettles in their "A" grade of Hollow Ware they have extended it to include pots, bowls, kettles and dutch ovens, and they assure the trade that this deep ware will equal in finish and anti rust qualities of the flat ware heretofore furnished. They state "No iron casting is ever absolutely perfect in smoothness of finish, each piece as it comes from the sand being more or less rough in varying degrees." In order to make grades "A" and "B" of Wapak Hollow Ware of extra high quality, they have instituted a system of inspection, and class their hollow ware under three grades, viz: "A," "B," and "C." Grades "A" and "B" are made up of the most perfect pieces obtainable, free from sand-pits, uneven edges or rough places. "A" is polished both inside and out, and lacquered to prevent rusting. "B" is polished on the inside only and not lacquered. Grade "C" is of like finish and equal in polish to grade "B" but may contain some slight defect which prevents its being used for either "A" or "B" grade. Their catalogue is a high grade one, being finely printed on excellent paper and will be sent for the asking.

SIZING HIM UP.

Patron—I'll have a piece of pumpkin pie.

Waiter—Punkin pie; yes, sir.

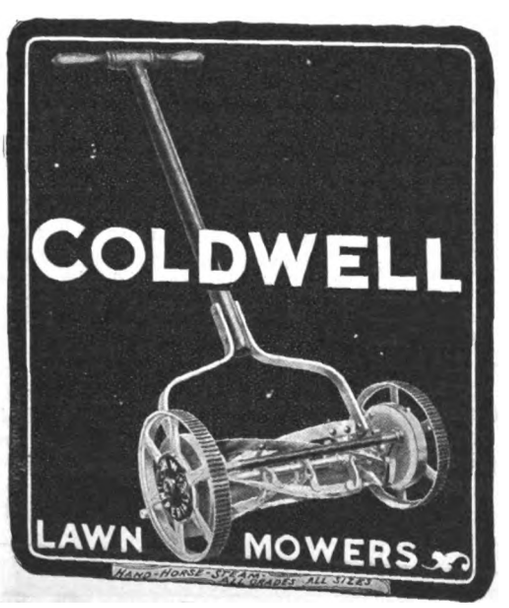
Patron—Pump-kin pie.

Waiter—Oh, yes, sir. Think the Boston Club will have any chance o' winning the pennant this year?—*Philadelphia Ledger.*

HIS CHARM.

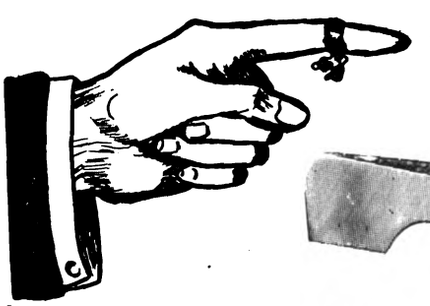
"His facts are not reliable, are they?"

"Oh, no. But he is so interesting that you would rather believe what he tells you than to know the truth."—*Life.*



Send for catalogue

Coldwell Lawn Mower Co.
NEWBURGH, N. Y.



Remember!



The Dandy Ice Pick

is nickel plated all over; has varnished and polished Hickory handle; 11 inches long.

For the price we know of no better ice pick on the market.

Let's prove it by sending you our catalog of

High Grade Nickel Plated Hardware and Household Specialties

with prices.

A single trial order will prove their excellence as sellers.

Send to-day.

FRANKLIN SPECIALTY CO.
807-809 Cherry St., Reading, Pa.

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"A Gentle Reminder"

opportunely given is often necessary to call attention to the rough and tumble ways of the ordinary ceiling, likely to injure ones feelings, furniture, carpets, etc., and causing unnecessary expenditure.

*

Don't wait for reminders of that kind.

*

Northrop's Ceilings

have "made a hit" everywhere by preventing such accidents. Architects specify them; landlords supply them; tenants demand them.

*



It's the ceiling that makes the room—we make the ceiling—make it in English designs for dining rooms, libraries, etc., in modern French designs for parlors, etc., L'Art Nouveau designs and others.

*

Hardware dealers can make no mistake in handling

*

Northrop's Ceilings

They have the name for best quality and choicest designs for buildings of any kind.

*

Our catalog is "A Gentle Reminder" of the Best in Metal Ceiling and Walls. Send for it and be convinced of the goodness of our proposition.

*

Northrop, Coburn & Dodge Co.,

Manufacturers,

40 Cherry St., New York.

TRADE NOTES.

Pittsburg, Pa.—The Graham Nut Company have finished the construction of their Neville Island plant, begun a year ago. They will employ 100 men. The old plant in Rebecca Street, Allegheny, will be abandoned. The new works, a brick and steel building, 240 feet long and 90 feet wide, has a switch connection with the Pittsburg & Lake Erie Railroad.

Windsor, Mich.—A foundry will be built in addition to the new factory of the Walker Steel Range Co., which plant is being forced to completion at Caron avenue and Wyandotte street.

Wabash, Ind.—The Wabash Manufacturing Company, successor to the Howard Elastic Wheel Company, makers of steel sleds and children's wagons, is erecting a new plant which will be ready for occupancy in the autumn.

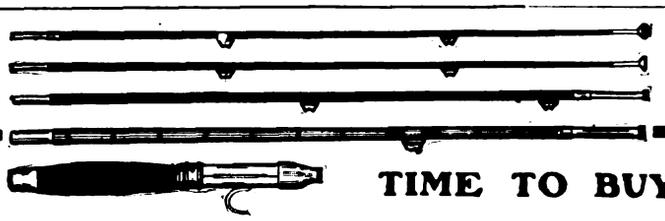
Zanesville, Ohio.—Willis F. Lumb, the Hardware man of Linden Avenue, has taken his son, Chester, into the business as a partner, and the firm will be known as Willis F. Lumb & Son. Chester Lumb has been employed by his father in the store for the past eight years.

Fires.

Akron, Ohio.—On August 17th the Hardware store of Pettitt Bros. & McDowell was entirely destroyed, with a small amount of insurance. The origin of the fire is not known, and is believed to have been spontaneous combustion.

Bay City, Mich.—Fire broke out on August 17th in the basement of R. C. Baily's Hardware store, and in half an hour the first floor of the building was gutted and the contents destroyed. The stock on the second floor was badly damaged by water. It is thought the fire originated in some tar paper. Mr. Baily said the loss would reach about $2,500 on building and $20,000 on stock. This is covered by insurance of $40,000 on building and contents.

Grand Rapids, Wis.—The loss caused by the fire on September 9th in the warerooms of the Purnell Hardware Company is about $4,000, covered by insurance.



TIME TO BUY

FISHING TACKLE

is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the d aler money.

CATALOGUE FOR THE ASKING.

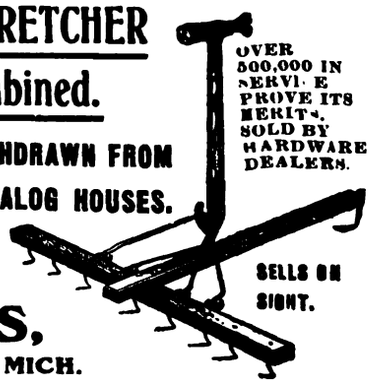
CLARK HORROCKS CO., Utica, N. Y.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part, saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. "The Housekeeper's Friend." Postal brings retailers Display Card free. Ask your jobber for the "Excelsior" or write

WITHDRAWN FROM CATALOG HOUSES.

OVER 500,000 IN SERVICE PROVE ITS MERITS. SOLD BY HARDWARE DEALERS.



SELLS ON SIGHT.

R. W. MONTROSS,

Sole Manufacturer GALIEN, MICH.

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GOOD PROFITS.



The surest road to good profits is in handling only such goods as possess merit, which are therefore well regarded and on which a permanent trade can be built

In Their Particular Line

NICE

Fillers, Varnishes and Paints

are as staple as Wheat.

Every sale netts a good profit but that is not all, it results in that best of all advertisements viz: A Satisfied Customer.

THINK IT OVER.

OUR BOOKLET "NATURAL WOOD FINISHING" and 108 PAGE CATALOGUE will help you decide.



E. E. NICE, 272-274 So. 2nd St. Philadelphia, Pa.



Black Satin Pays Big Interest.



Every can of

BLACK SATIN STOVE POLISH

you sell will immediately sell at least two more. Why? Because it will so please the first buyer that she will recommend it and her friends will buy it. Start a Black Satin endless chain and make money.

Ask Your Jobber.

Black Satin Polish Co.
107 Chambers St., NEW YORK.

The Publishers of

—"HARDWARE"—

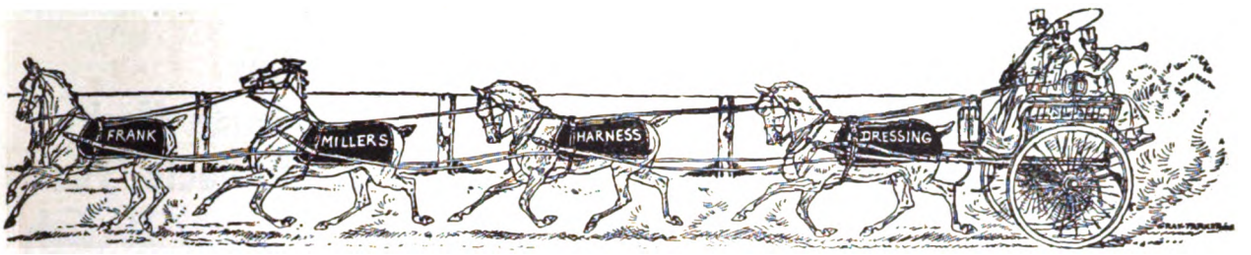
aim to print

All the News of the Trade.

If you don't read "Hardware" you miss much valuable information.

When you write to these advertisers say---
"Saw your ad. in Hardware."

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OLDEST. ESTABLISHED 1838. LARGEST.

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

OUR PREPARATIONS ARE UNIFORM IN QUALITY, AND THE QUALITY THE BEST.

IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

HIGHEST AWARDS
CENTENNIAL, 1876.



HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



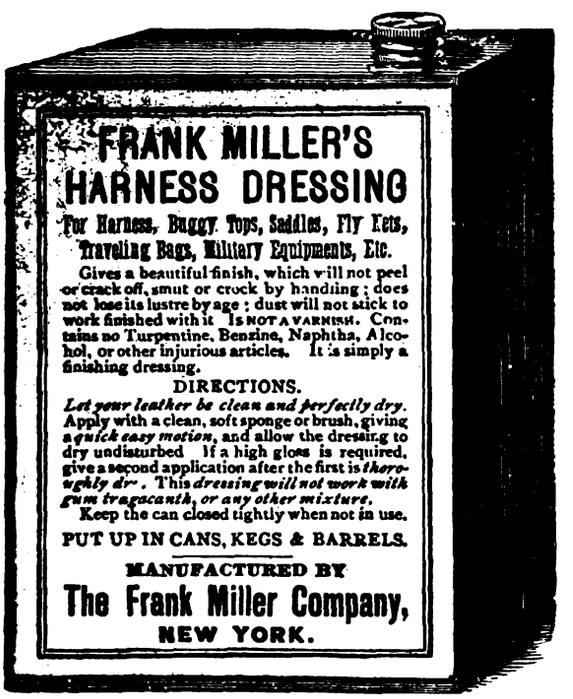
HARNESS COMPOSITION.

Cleans, Oils, Finishes.



HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade

HIGHEST AWARDS
WORLD'S FAIR, 1893.



IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.

Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Manufactured By

The FRANK MILLER COMPANY.

EUROPEAN OFFICE:
Tower Chambers, Moorgate,
LONDON, E. C.

OFFICE AND FACTORY:
349 and 351 West 26th St.,
NEW YORK, U. S. A.

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THE FOLSOM STEEL RANGE

IT has made a hit with thrifty housewives everywhere, who in turn have sung its praises to others. Thus one Folsom has sold two others.

The Folsom can be depended upon—is always in the pink of condition for whatever purpose it is intended.

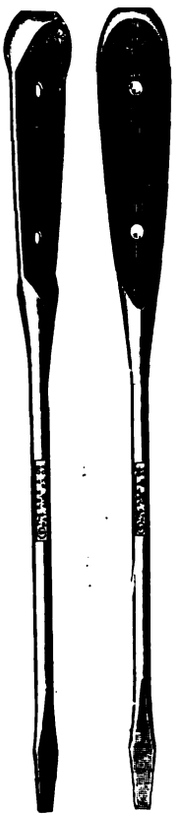
Is never found wanting as a seller. Get in line—get our catalog and be convinced of the goodness of our proposition.

THE C. G. FOLSOM MFG. CO.

South Bend, Ind.

S

Our Trade Mark Protects You



The "Perfect Handle" Screw Driver

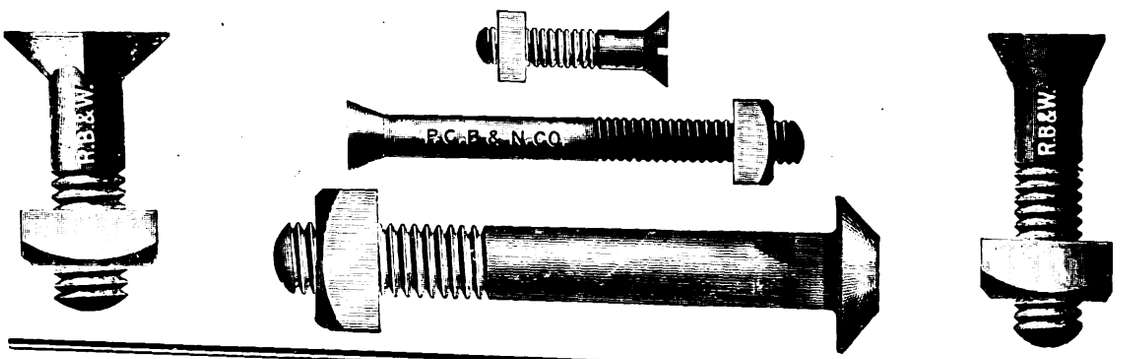
There is no Screw Driver on the market so well made, or so well adapted for general use as the "Perfect Handle."

Note the one piece drop forging—the style of handle—the beauty of design—the solidity.

Our unqualified guarantee is back of each of them. Let's give you further particulars.

THE H. D. SMITH & CO.

Plantsville, Conn.

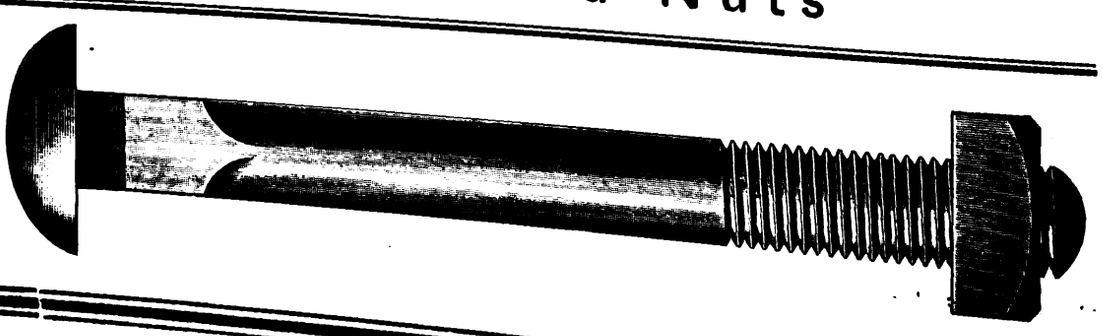


Russell, Burdsall & Ward Bolt & Nut Co.

PORT CHESTER, N. Y.

Manufacturers of

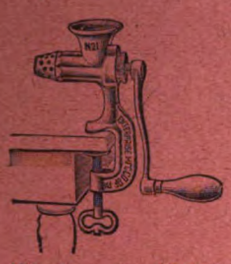
Bolts and Nuts



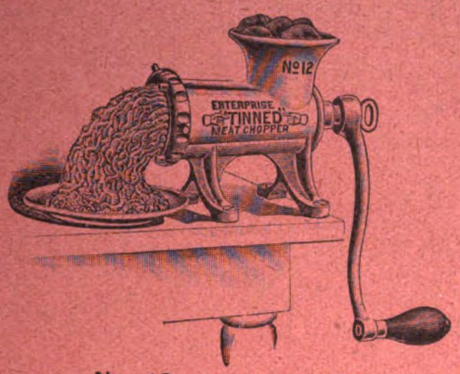
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ENTERPRISE
MEAT AND FOOD CHOPPERS
TINNED

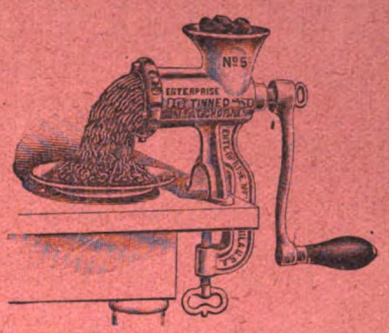
40 Sizes and Styles for Hand, Steam and Electric Power, from $1.00 to $300.00



No. 1, - $1.25
No. 2, - 1.50
No. 4, - 2.00
No. 6, - 3 00
No. 8, - 4 50

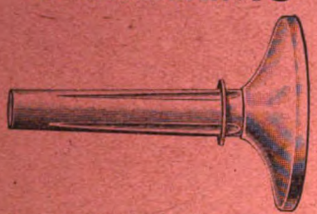


No. 12, - $2.75
No. 22, - 4.50
No. 32, - 6.00



No. 5, - $2 00
No. 10, - 3.00
No. 20, - 6.00

SAUSAGE STUFFING ATTACHMENTS

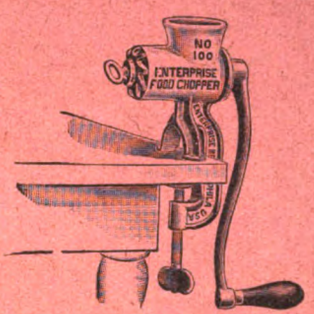


For all Knife and Plate Choppers have Corrugated Spout which prevents air entering Casing

ENTERPRISE Food Choppers

Are Guaranteed to Chop Raw Meat

FOUR KNIVES
(one each)
Fine, Medium, Coarse and Nut Butter Cutter with each Machine



No. 100, - 1.50
No. 300, - 2.25

SAUSAGE STUFFERS AND LARD PRESSES

3 Sizes and 8 Styles, Tinned and Japanned

POINTS OF MERIT

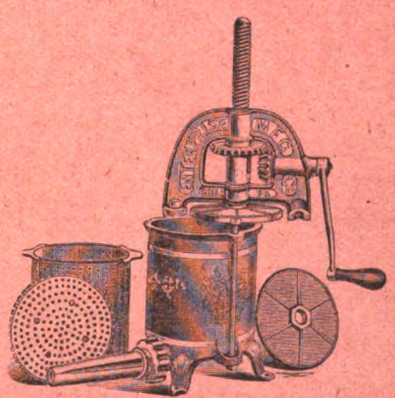
The Iron Cylinder is bored true

The Tin Cylinder has Lips to enable the Operator to remove the hot cracklings with little or no inconvenience

No Hot Iron Cylinder to handle when Pressing Lard

The Patent Latch prevents breakage of Plates

The New Patented Corrugated Spout prevents Air entering the Casing, thus assuring the Preservation of Sausage



Illustrated Catalogue Mailed Free Order from your Jobber

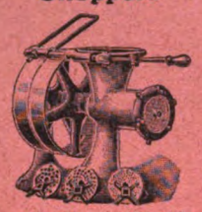
THE ENTERPRISE MANUFACTURING COMPANY OF PA.

Philadelphia, U. S. A.

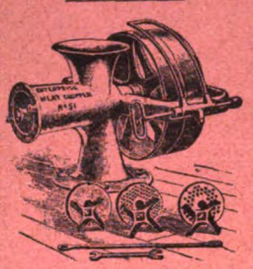
New York Branch, 10 Warren Street San Francisco Branch, 105 Front Street

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Meat and Food Choppers



No. 41, - $55.00

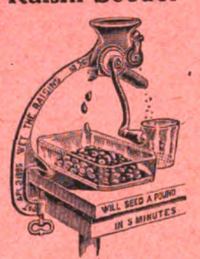


No. 51, - $75.00



No. 66, - $250.00

Raisin Seeder



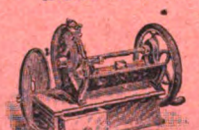
No. 36, $12.00 per Doz.

Ice Shredder



No. 33, Tinned, $ .50
No. 34, Nickeled, 1.25

Rotary Smoked Beef Shaver



No. 125 (2 blades), $22.50
No. 129 (1 blade), 22.50

Self-Measuring Faucet



No. 61, - $3.00

Rapid Grinding and Pulverizing Mills

40 Sizes and Styles, for Hand, Steam and Electric Power



No. 00, $1.25



No. 0, $1.50



No. 2½, $5.00



No. 5, $8.00

"ENTERPRISE"

Patented Hardware Specialties

—ARE—

STANDARD

—FOR—

QUALITY

Order "Enterprise" and accept no Substitute

CATALOGUE MAILED FREE

LEADING JOBBERS ALL SELL THEM

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

NEW YORK BRANCH
10 Warren Street

SAN FRANCISCO BRANCH
105 Front Street

Fruit, Wine and Jelly Press



No. 34, - $3.00

Meat Juice Extractor



No. 21, - $2.50

Chinese Polishing Iron



No. 82, $7.50 per Doz.

Self Priming and Measuring Pump



No. 97, - $6.00

No. 97 Auger



75 Cents.

Self-Gauging Cheese Knife



With Cover, $16.00
Without Cover, $12.00

Smoked Beef Shaver with Self-Sharpening Device



No. 23, Japanned, $8.00
No. 24 Tinned, $10.50

Tobacco Cutter



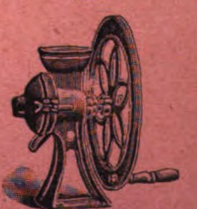
No. 1, - $1.75

Bung-Hole Borer



No. 1, - $1.25
No. 2, - 1.65
No. 3, - 2.50

Bone, Shell and Corn Mill



No. 750, - $8.50

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STEVENS



For a Christmas Gift nothing is more appropriate and pleasing than a STEVENS RIFLE, PISTOL or SHOTGUN. Our wide range of models, suitable for young and old of either sex, listing in price from the most moderate to the higher priced fancy rifles, etc., makes it a comparatively easy matter to select the right gun for the right person. Splendid results are always obtained by using the arms that for the past half-century have always given

UNIVERSAL SATISFACTION

If your dealer won't or can't supply you with the STEVENS, don't accept a substitute; insist upon the STEVENS.

Our 136-page catalog is a most complete manual of reference for those who shoot. Describes our complete line, illustrates all models, and gives many suggestions relative to "Buying a Firearm." Mailed for the stamps to pay postage (four cents.)

J. Stevens Arms & Tool Co.

CHICOPEE FALLS, MASS., U. S. A.

We are justly famed for invariably and at all times HELPING THE DEALER. This Christmas season we are waging a particularly active, and aggressive advertising campaign in our mutual interests. The advertisement here featured is one of the many, (all different both in copy and design) we are running in the National Magazines, Agricultural Press and Sporting Goods Publications. This means that our advertisements will be seen by over 48,029,236 people of this country and the Dominion of Canada. Realize the significance of the practical aid we render you in facilitating the sale of the celebrated STEVENS RIFLES, PISTOLS, SHOTGUNS, FIREARM ACCESSORIES, ETC.

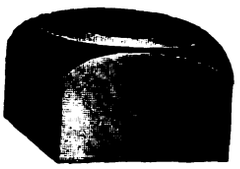
Ask your Jobber. **Send for Catalogs.** **Be sure to specify STEVENS.**

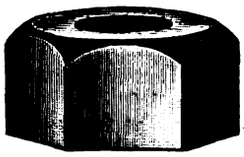
J. STEVENS ARMS & TOOL CO.

255 MAIN STREET

Chicopee Falls, Mass., U. S. A.

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COLD PUNCHED NUTS,

THE TRUEST AND BEST LOOKING MADE.

If you want to increase your business in a profitable line of goods : call for

"GARLAND NUTS" THEY ARE TRADE TICKLERS.

(Also Rivets and Galvanized Pump Chain).



THE ROTARY SEWING MACHINE.

It is claimed that eighty per cent. of the sales of Rotary Sewing Machines are made in large cities, where expert instructors follow every sale day after day for purposes of giving instructions, and that the Rotary has never been a successful or popular country machine, because of the fact that the country dealer could not cover his large territory and give the necessary time and effort for all of these instructions. In many cases the dealer himself cannot spare the time for the study of the rotary machine that is necessary to make him a successful salesman.

In offering the new "Eldredge Rotary" to the public and the trade the Manufacturers state that they present a machine that can be sold just exactly the same as a vibrating shuttle machine; that it is so simple and positive that no expert knowledge is required, either by the dealer or by the user; that it is the only machine of its character that a manufacturer would be safe in shipping direct from the factory to an inexperienced user, feeling that the operation of the machine was so simple that no instructions other than the ordinary printed ones would be required, and that the machine would prove itself the most satisfactory one ever sold.

B. Eldredge, President of the National Sewing Machine Co., Belvidere, Ill., has been engaged in the manufacture of sewing machines for nearly forty years. That he has been successful in producing machines of a high standard of merit is evidenced by the satisfactory service being given to people in all parts of the world by the hundreds of thousands of Eldredge machines that have been sold. Speaking of Rotary Machines in general, Mr. Eldredge recently said: "As different machines of this class have been introduced from time to time, I have studied them all carefully, and while I have felt that the Rotary principle was correct, I have seen in studying the results of the years of labor and effort on the part of others, that the ideal rotary machine was still to come. Several times have I taken up this style of machine, but always with the same result; nothing new and nothing better than the very unsatisfactory results obtainable by others Several years ago, I resolved to make another effort, and since that time have had a corps of experts working continually on the problem. Some times results were encouraging and sometimes it seemed as if to gain the end I was after was utterly beyond mechanical possibility. Especially was this so two years ago, and at that time I about made up my mind to abandon once for all my effort in this line. About that time in experimenting I struck a line of thought along new channels that seemed likely to bear fruit in success. The further this line of experiment was carried, the more it became evident that it eventually would result in my desired ideal of a machine. The first model of this Rotary Machine was completed a little more than a year ago. All through its development and since its completion, I have gone over this machine forwards and backwards, figuring and refiguring, testing and studying each and every detail. I have put it to the hardest tests that I could conceive of on all kinds of goods under all conditions; threaded and unthreaded; presser foot off and presser foot on; have run it backward and forward; have used improper needles, and in fact tested it in every way of which I have knowledge, in an effort to find a weak spot, or one which was sensitive and likely to prove troublesome. This I have done not once, but daily for months at a time, and as a result I now say to you without fear of contradiction, and with a knowledge that the ground I take is one of remarkable conceit, that the new Eldredge Rotary Sewing Machine is without exception the most marked departure from, and decided improvement upon, the regular rotary sewing machine idea that has ever been offered to the public."

FLINT-LOCKS FOR AFRICA.

Any one who supposes that flint-lock muskets are a relic of the forgotten past should read Consul McNally's report from Liege, Belgium. Mr. McNally says that Liege still manufactures large quantities of muzzle-loading guns for South America and flint-locks for Africa.

The reason of the flint-lock is partly that it is cheap, but mainly that the so-called civilized nations object to supplying natives in any part of the world with "arms of precision." They can have guns good enough to knock over game with at short range, but nothing that might prove awkward to soldiers of European armies coming to "chastise" them. To sell flint-locks is open trade; to sell better goods is forbidden. Hence the smuggling of really good rifles to out-of-the-way places is one of the most lucrative and most risky of enterprises. Such arms are smuggled to our own "ladrones" in the Philippines. They are spirited into Sumatra, where the Dutch carry on their thirty years' war with the Achinese, into Formosa to worry the Japs, into Somaliland, German East Africa, the Soudan. The Russians were accused of helping the Abyssinians to acquire arms of precision; the French of helping out the Mahdists that defied Egypt.

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ESTABLISHED 1823



IT IS WITH A FEELING OF MODEST PRIDE

We Call Attention to the Fact That Through the Excellence and Superiority of Our Goods

WE HAVE RECEIVED **HIGHEST AWARD** AT THE FOLLOWING EXPOSITIONS

PHILADELPHIA	1876
PARIS	1900
BUFFALO	1901
CHARLESTON	1902
ST. LOUIS	**1904**

WE MAKE **WE SELL**

SHARPENING STONES FOR EVERYTHING THAT HAS AN EDGE

SEND FOR CATALOGUE

SCYTHE STONES
OIL STONES
RAZOR HONES
ETC.,

SAMPLES FURNISHED ON APPLICATION

THE HIGH QUALITY AND UNIFORM EXCELLENOE OF OUR GOODS HAS MADE THE FAOT KNOWN THE WORLD OVER THAT





WHETSTONES ARE THE BEST



THE PIKE MANUFACTURING CO.,
PIKE, N. H.
NEW YORK BRANCH 151 CHAMBERS ST.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Atlantic City, N. J.—The Sylvester Leeds Co. has been incorporated. Agent in charge, Dudley T. Chandley. Capital stock, $20,000. Incorporators, Sylvester Leeds, Dudley T. Chandley, James E. Leeds, all of Atlantic City. The company is to deal in Hardware.

Birmingham, Ala.—J. D. Hanby will open a new Hardware store.

Boston, Mass.—The Hardware Purchasing Co. has been incorporated. Capital, $30,000. President, Joseph P. Allcott; treasurer; George F. Ramponi.

Buffalo, N. Y.—The Bergman Hardware Tool Co. has been incorporataed. The company is capitalized at $2,000. The directors are Solomon Bergman, Lina Bergman and Aaron Fybush.

Danielson, Conn.—L. A. Nado has leased and will move into quarters in Phoenix Block. The room is being fitted up for his occupancy. He will have one of the best equipped Hardware stores in the State.

Delphi Falls, N. Y.—Arthur H. Sweetland has rented the Hill block and will open a Hardware store January 1st.

Emmett, Idaho.—John Bane will open a Hardware store the first of the year. Mr. Bane is a former member of the firm of Bane & Kesgard.

Grand Rapids, Mich.—The A. F. Burch Co. has been organized with a capital stock of $10.000, and will carry on a business of jobbing, upholstering supplies and furniture Hardware. They will be located at Nos. 44 and 46 Division Street. The officers are A. F. Burch, president; Archer B. Foryth, vice-president, and John Korstange, secretary-treasurer. These officers, with Joseph Warner and W. Kerchhoff, form the Board of Directors.

Luxemburg, Wis.—The Luxemburg Implement Co. has been incorporated. Capital stock, $5,000. Incorporators: A. J. Peterson, August Spitzer and Peter Boucher.

Raleigh, N. C.—The Carolina Hardware Co. has been incorporated for the purpose of buying out the business of R. E. Prince, at 225 Wilmington Street, and conducting it on a much larger scale. The authorized capital is $75.000. The incorporators are: W. C. Tucker, C. E. Watson, G. S. Tucker, Dr. McKee Tucker and V. D. Tucker.

Roff, I. T.—The Campbell-Hutcheson Co. has been incorporated. Hardware and implements. Capital, $10.000. Ray W. Campbell, Walter L. Hutcheson and F. Earl Yates, incorporators.

Rossville, Ill.—A. Hoover has opened a new Hardware store.

Savre, Pa.—The George L. Roberts Hardware Co. has been incorporated. Capital stock, $30.000.

South Boston, Va.—The Old Dominion Hardware Co. has been incorporated. Incorporators are: R. T. Amspaugh, president, South Boston, Va.; T. S. Wright, secretary, South Boston, Va. Capital stock, $5,000.

Sylvester, Ga.—J. G. Padrick has opened up the new stock of the Sylvester Hardware Co., a branch business of the Golden Hardware Co., of Tifton.

Towanda, Pa.—The Dye & Bresel Hardware Co has been incorporated. Capital stock, $25,000.

Yazoo City, Miss.—The Yazoo Hardware Co. has been incorporated with a capital stock of $50,000.

Changes.

Attica, N. Y.—Samuel Blatchford has purchased the Hardware store of James W. Dunbar.

Baltimore, Md.—The George C. Sherick Company has been incorporated for dealing in sporting goods, etc., by Benjamin C. Nicoll, George C. Sherick, Charles C. Carver, John J. Gregg and T. Spence Crenev, with a capital stock of $1,000.

Camden, N. J.—The Consolidated Sporting Goods Company has been incorporated. Capital stock $100,000; objects, to manufacture and sell athletic goods. Incorporators: Joseph F. Cotter, W. F. Eidell and Frank R. Hansell.

Cario, Ills.—J. N. Clouse the west side Hardware and furniture dealer has sold his establishment to George Roberts, jr., and Wm. Morinn of Herrin.

Deland, Ill.—Kesler Bros. are now installed in their new business, having purchased the Hardware stock of Haggard and Armstrong.

Eureka, Ill.—W. H. Paris has sold his implement and Hardware business to James Barr, of Missouri, and will give immediate possession.

Fort Worth, Texas.—Messrs. Denny and Perkins bought J. M. Gibson's stock of Hardware.

Gainesville, Texas.—The creditors of Cleaves & Son, the largest Hardware and implement house in Gainesville, which was closed recently, held a meeting on November 3rd to decide what disposition they would make of the stock. It is understood that it will be sold at private sale and the store to be opened again under the management of Sherman Cleaves.

Grand Blanc, Mich.—McNeil & Son are about to move their hardware stock to Flint because they have had no proper building in which to do business in since their building burned.

Hartford, Conn.—The Way Hardware Co. is to have its corporate existence dissolved. Application was made by Henry S. Goslee, representing Isaac Bragaw, Daniel A. Markham and George E. Hollister, as trustees for the directors, for an order limiting the time for the presentation of claims. Judge Thayer limited the time to March 1. The company has not been engaged in active business for some weeks.

Houghton, Mich.—W. R. Daskam, the Hardware dealer, who for the past five years has been engaged in business in Houghton, has finally completed his arrangements to leave Hougton for a new field. Mr. Daskam will be located hereafter in Park Falls, Wis. He leaves Houghton only because he desires to get into a new field and the town he has selected is a growing mill and manufacturing burg.

Houston, Texas.—L. T. Fuller and Henry Cook have purchased the stock of the Dunlay Hardware Co. at 410-412 Travis Street, and they will immediately add a new stock and will conduct one of the finest general Hardware and building supply houses in the South. Mr. Fuller has been in the Hardware business for the past twenty-eight years, and comes to Houston from Calvert. He will have general supervision of the Travis Street store. Mr. Cook is likewise an old time Hardware man, having been in the business for the past twenty years. He has been the representative of Stauffer, Eshelman & Co. of New Orleans in this territory, and has a wide acquaintance throughout the State among Hardware dealers. He will be in charge of the sales department and will also visit his old customers, for the Houston house expects to do a wholesale as well as a retail business.

Little Rock, Ark.—The W. W. Dickinson Hardware Co. of 418 East Markham Street, has changed its name to the Rose-Lyon Hardware Co. The business will soon be moved into the new four-story Skillern building on Scott between Markham and Second Streets. C. C. Rose is president, and C. E. Shoemaker secretary. The change was authorized at a meeting of stockholders held on October 31.

London. Ont.—The Hardware stock of John Bowman & Co., London, was sold recently for 70 cents on the dollar to William Bowman.

Louisville, Ky.—Frederick Bauer, the Hardware man, who for thirty-three years was located at 1104 West Market Strcet, has moved into handsome new quarters at 1600 West Market Street.

Louisville, Ky.—The Belknap Hardware and Manufacturing Co. has decided to erect on the lot in Second Street, below Main, which it recently purchased of the Goddard estate, a handsome fireproof office and warehouse building. The new structure will be six stories high, of brick and stone, and contain a dining-room for the employes. Construction will begin in the Spring.

Newburyport, Mass.—William Holker has moved his large Hardware stock from 15-17 Water Street to Nos. 6-10 Market Square. The new store has a much better location and is much better adapted for the business.

Owasso, Mich.—The new implement firm of Westfall & Fish dissolved partnership on November 3rd, George W. Fish retiring.

Port Clinton, Ohio.—The deal has been consummated and the Hardware business of Henry Bredbeck has passed to the new owners. The new firm is composed of J. N. Washburn, C. H. Wolfe and Amos Fall, Jr.

Somerville, Mass.—L. Thurlow Torrey, of Braintree, has entered co-partnership with Elmer S. Stack, under name of Stack & Torrey, to continue the Hardware and plumbing business of Kellsey & Stack, at 63 Dover Street.

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Perfect Typewriting Cannot be Secured Without These Two Essential Features.

THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

THE HAMMOND TYPEWRITER

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

ASK FOR "AGENCY"



The Comfort Swing Chair adjusts itself automatically to support your entire body—sitting or reclining. Swing or not—as you please. Folds up compactly—strong and durable. Steel and fancy canvas. **You can examine it before you buy**—Sold in furniture, hardware and department stores—If not in your city, write us. If preferred, we ship subject to examination, guaranteeing to refund price if not satisfactory.

Sent for $3.50—you pay freight, or freight prepaid for **$4** if in the U. S. east of the Rocky Mountains, north of North Carolina and New Mexico.

The Comfort Swing Chair is advertised in popular magazines. The above is a reproduction (reduced size). The Comfort Chair is sold only through the trade. Write us at once to learn of our "Agency" plan.

HAGGARD & MARCUSSON CO.,
425 S Canal St., Chicago, U. S. A.

COMFORT SWING CHAIR

The Autobiography
OF A
SEWING MACHINE



I am "The Eldredge" the machine of merit.
I am twenty-seven years of age.
I am used in a Million Homes.
One Million say "I am the best there is."
One Million living advertisements!
I am everywhere.
I am in *your* town, Mr. Hardware man.
My friends will recommend ME.
When *their* friends,
Want a *good* machine,
They will say—"Jones, the Hardwareman,
Handles "The Eldredge", the machine of merit.
Jones makes a sale—Jones makes *money*.
Are *you* "Jones"?

I am made by
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"Builders of Successful Sewing Machines."

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Augusta, Me.—The Electric Chain Co. has been organized for the purpose of manufacturing, buying, selling and dealing in electrical and other machine chains, etc., and for other purposes, with $25,000 capital stock. The officers are: President, I. L. Fairbanks; treasurer, I. L. Fairbanks, of Augusta.

Bessemer, Ala.—Ground has been broken for the erection of a stove foundry, which will stand at the corner of Fourteenth Street and Hill Avenue. J. R. Day, the proprietor, will manufacture the famous grate stove, which he invented and patented. The capacity at first will be 100 stoves daily, which will be increased as the business grows.

Binghamton, N. Y.—Charles A. Wilkinson, James Melhuish, George E. Green, C. E. Reynolds and F. L. Dennis are the incorporators of a new Binghamton manufacturing company, which will begin business with a capital of $60,000. The company will manufacture a boiler compound, a belt dressing and solder for band saws.

Bristol, Ind.—The Garman Manufacturing Co. has been organized to make lawn swings, ladders, hay racks and fruit crates. J. H. Garman and others will finance it.

Buffalo, N. Y.—The John C. Jewett Manufacturing Co. has been incorporated. The company is capitalized at $100,000, and will begin business with that amount paid in. They will make and sell refrigerators and other articles. The directors are Edgar B. Jewett, former Mayor of Buffalo; Frederick A. Jewett, John E. Jewett, Albert D. Jamieson and Charles A. White.

Buffalo, N. Y.—The Vento Manufacturing Co. has been incorporated. Objects, to deal in Hardware. Capital, $25,000. Incorporators: E. B. Smith, J. A. Grass, Anna Gorzig, Buffalo.

Canonsburg, Pa.—The Budke Stamping Co. has been organized, and will manufacture a full line of stove pipe; also pieced and corrugated elbows made of acme blue and other grades of sheets; drip pans, metal lathing, powder kegs and plate iron washers.

Chattanooga, Tenn.—The Bridgeport Stove Co. has been incorporated. The concern is capitalized at $5,000.

Chicago, Ill.—The American Animal Trap Co. has been incorporated. Capital, $10,000. Manufacturing mechanical devices. Incorporators: M. M. Hawks, Harry C. Kinn, Charles R. Napier.

Chicago, Ill.—The International Tool Co. has been incorporated. Capital, $20,000. Manufacturing tools and machinery. Incorporators: William F. Behrens, Adolph Peck and Frank J. R. Mitchell.

Chicago, Ill.—The J. L. Schureman Co. has been incorporated. Capital, $50,000. Manufacturing tools. Incorporators: J. L. Schureman, Jr., S. M. McFedries, C. F. Samms.

Cincinnati, Ohio.—The Crentz Plating Co., has been incorporated, capital $20,000. by Otto Crentz, Gustave Crentz, Theodore Crentz and Julia Crentz. They will plate and make metal goods.

Cleveland, Ohio.—The Ferrokraft Co. has been organized to do expert metal work in Hardware. The authorized capital stock is $50,000. Officers are: William M. Powell, president and treasurer; Frederick C. French, vice-president; Myles E. Ewing, secretary; Peter Grabler, superintendent. Mr. Powell, the president, was formerly secretary and treasurer of the Columbian Hardware Co., of Cleveland.

Columbus, Ohio.—The Elk Heater Manufacturing Co. has been incorporated with $10,000 capital stock by John J. Lentz, C. M. Addison, Lincoln Fritter, William B. Cassidy and Tod B. Galloway.

Corsicana, Mo.—The Navarre County Implement Co. has been incorporated. Capital stock, $15,000. Incorporated by W. C. Kinsolving, Ben Rosenburg and J. T. Jackson, all of Corsicana.

Detroit, Mich.—The Straits-City Manufacturing Co. has been incorporated to manufacture and sell egg separators, Hardware and plumbing specialties. The capital stock is $12,000. The incorporators are: Harry B. Rohde, Chas. A. Gleason and Samuel E. Thomas.

Elkhorn, Wis.—The Elkhorn Implement Co. has been incorporated. Capital stock, $25,000. Incorporators: James B. Stokes, Mrs. James B. Stokes, Wilson E. L. Gill and H. E. Wylie.

Frankford, Pa.—The Miller Lock Co. has been incorporated. Capital stock, $60,000.

Haverhill, Mass.—The Roberts Tool Co. has been incorporated to manufacture a new clutch monkey wrench, upon which the company has a patent. Other tools will also be manufactured.

Janesville, Wis.—The Bassett & Echlin Co. has been incorporated. Wholesale dealers and manufacturers of Hardware and saddlery. Capital stock, $50,000. Incorporators: Celadon Bassett, Joseph C. Echlin, Frank B. Echlin, Joseph W. Echlin and Samuel B. Echlin.

Luxemburg, Wis.—The Luxemburg Implement Co. has been incorporated; capital, $5,000. Incorporators: A. J. Peterson, August Spitzer and Peter Boucher.

Minneapolis, Minn.—The Bing Burner Co. has been incorporated. The company is capitalized at $50,000 and will manufacture lamp burners. The incorporators are: Edward W. Bingenheimer, Catherine Bingenheimer, Arthur E. Holbrook and William F. Truer, all of Minneapolis.

Minneapolis, Minn.—The Safety Nut Lock Co. has been incorporated. Capital stock, $100,000. Incorporators: J. A. Schlehr, Frazee, Minn.; William Eichers, Frazee; De Witt Nelson, Minneapolis, and others.

New Haven, Conn.—The Russell Collapsing Cap Co., capitalized at $25,000, has been organized. Its purpose is to manufacture and deal in metal goods. The incorporators are Herbert H. Russell, Guy W. Baldwin and John W. Hine.

New York, N. Y.—The Goldberg Brothers Co. has been incorporated. Housefurnishing specialties. Capital, $20,100. Directors: H. B. Goldberg and Leroy Goldberg, New York, and F. J. Sternberger, Wilmington, N. C.

New York, N. Y.—The H. & A. Lock Co. has been incorporated. Objects, Hardware. Capital, $10,000. Incorporators and directors for the first year: P. F. Hogan, J. H. Blackford, Jr., and Jacob Fuchs, New York City.

Petersboro, Ontario.—The Petersboro Shovel and Tool Co. has been incorporated. Capital stock, $50,000.

South Framingham, Mass.—The American Roller Bearing Co. has been incorporated. Capital, $325,000. President, William B. Lambert; treasurer, Frederick B. Hill.

St. Joseph, Mo.—The Waverly Wooden Works Co. has been incorporated. Capital stock, $25,000, one-half paid in. Incorporators: Charles Pausche, W. H. Faust, Charles Faust, W. P. Flint and F. J. Moss. They will manufacture the Waverly washing machine at 1222-1224 South Fourth Street. They expect to commence operations about January 1st, 1905.

St. Louis, Mo.—Jesse W. Pierce has organized the Pierce Hardware Specialty Co., with a capital stock of $100,000. This company has been organized to manufacture and control the Pierce specialties. Mr. Pierce is the inventor of many specialties in the Hardware line and his company will do a general manufacturing and wholesale business in these articles.

St. Louis, Mo.—The Johnson-Robinson Machinery Co. has been incorporated by David L. Johnson, Hubbardston, Mass.; Wilbur Johnson and Henry K. Robinson, L. M. Robinson, St. Louis, to do a general wholesale, retail and manufacturing business in machinery, tools and implements. Capital stock, full paid, $15,000.

St. Louis, Mo.—The Supplementary Spiral Spring Co. has been incorporated. Capital stock, full paid, $6,000. Incorporators: Samuel Furmidge, William Young, Roland Hill and Oscar Herbert.

Toledo, Ohio.—The Hill & Ross Co. has been incorporated. Farm implements. Capital stock, $25,000. Incorporators: Jas. O. Hill, M. W. Ross, G. T. Hill and John M. Ormond.

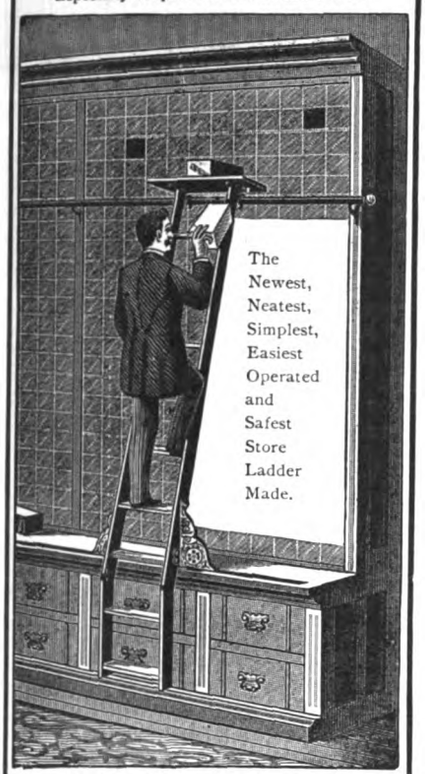
Worcester, Mass.—The Whitcomb Manufacturing Co. has been incorporated to manufacture machinists' tools. Sybell Whitcomb, president; Alonzo W. Whitcomb, treasurer. Capital stock, $50,000.

Wyoming, Ohio.—The Cincinnati Mower Co. is a new concern, of which Jacob Bromwell is president. The new plant is 30 feet front by 190 deep.

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procured promptly and with care in all countries. Also trade marks and copyrights.
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ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



s sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



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BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
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STENCILS - BURNING BRANDS
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

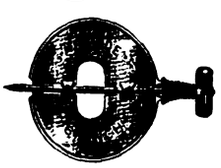


When a Young Man's in Love, That's His Business;
When He Marries the Girl, That's Their Business;
But When They Start Housekeeping,
That's Your Business.



YOU can supply them with the numerous necessary articles we manufacture for use in the kitchen and about the home, such as





Coffee Mills
Knife, Salt and Spice Boxes
Lemon Squeezers
Mincing Knives
Stove and Plate Lifters
Stove Pokers
Mop Heads
Knife Sharpeners
Ice Picks and Shaves
Can Openers
Kitchen Sets
Fruit Jar Wrenches
Cake Turners
Stove Pipe Dampers
Cork Pullers
Lamp & Shelf Brackets
Latches, Pulls and Bolts
Window Screen Frames
Spring Hinges
Carpet Beaters and Stretchers
Tack Hammers & Claws

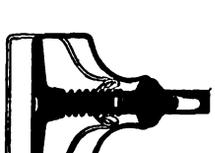




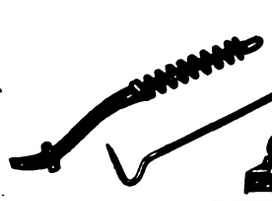
Our New Catalog

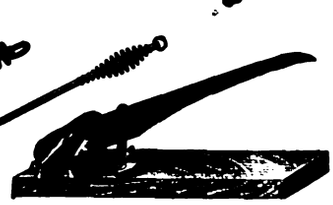
containing over 200 pages, profusely illustrated with cuts of the Hardware Specialties we manufacture, will be sent on request.

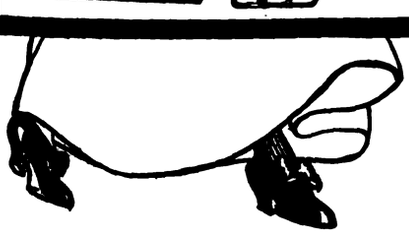




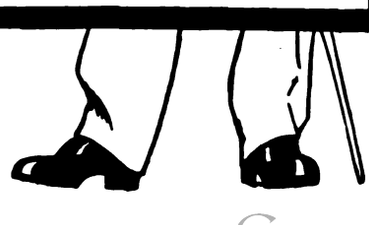








Arcade Mfg. Co.
Freeport, Ill.



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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Oneida, N. Y.—John H. Van Horn, of Syracuse, has invented an automatic fishing reel and patents on the same are now pending. Arrangements have been made for the manufacture of the reel in this city, and a company, composed of Burt and John Van Horn and Jay Farrier, will place the article on the market under the firm name of Van Horn, Farrier & Van Horn.

St. Louis, Mo.—The Original Automobile Co. has been incorporated with a capital stock of $10,000. Incorporators: A. L. Dyke, Carrie Dyke and Charles Peters.

West Palm Beach, Fla.—B. M. Potter has begun the erection of a new storeroom at the corner of Narcissus and Myrtle Streets, into which he will move his bicycle store and machine shop. The new building will be fireproof, with a handsome modern front.

Wichita, Kan.—Schollenberger Brothers, Bicycle and Automobile dealers, 230 No. Main Street, have sold an interest in their business to E. E. Campbell, Jr., of New York. Besides carrying a full line of Bicycles and sundries, they will put in a complete line of Sporting Goods. The style of the firm will be changed to Schollenberger & Co., and the business continued at the same place.

Changes.

Bridgeport, Conn.—In order to facilitate the construction of their high grade cars, the Locomobile Co. of America have recently installed a considerable quantity of special machinery. Important changes have been made in the drop forging department, new and improved tools having been added in order to take care of the increasing output. A number of new gear cutting machines have been added, doubling capacity of work in this department. A quantity of automatic screw machines have been added, together with special machinery for boring cylinders and grinding valve seats.

Des Moines, Iowa.—Nathan Schee has completed the foundation for his new wagon box factory on South Ninth Street. Mr Schee has also purchased the Hickman Scale Company, which recently went into the hands of a receiver, and will manufacture the scales there also. In addition he will make lawn swings, shoveling boards and the like. All the buildings will be two stories high except the foundry. The first building is 64x112 feet in dimensions.

Rye, N. Y.—William N. Edwards, who purchased the bicycle repair business of his brother, Benj. Edwards, is open at the same stand. W. Huyler, formerly employed by the makers of the Columbia bicycle, will manage the repairing part of the business, consisting of bicycle and automobile repairing. Mr. Edwards has a new stock of sporting goods, tobacco, etc.

Ilion, N. Y.—The Atlas Gun Co., which has for several years been located in North Ilion, has moved to this town. They occupy the Foley Block on West Main Street. The change is made necessary by the constantly increasing business of the company. G. W. Warren who has been manager for a number of years, will be assisted by P. F. Emory.

Fires.

Jonesboro, Ark.—On October 20th the bicycle shop and fish market of L. A. Cole & Co., located in Huntington Avenue, was destroyed by fire. The damage amounts to about $1,000.

Memphis, Tenn.—Fire in the store at 134 Grand Avenue on October 14, occupied by the Huseby Co., dealers in phonographs, Bicycle and automobile supplies, resulted in a loss of $500.

Setauket, L. I.—Two large brick buildings and a small one of the same construction, comprising the works of the Anchor Rubber Tire Co., at Setauket, were destroyed by fire on October 18. The loss is estimated at $200,000, most of which was upon machinery and finished and unfinished stock. The cause of the fire is not known.

Embarrassments.

Baltimore, Md.—B. Howard Richards has been appointed receiver for the Baltimore Arms Co., which is engaged in the manufacture of guns and similar arms. Its capital stock consists of 13,460 shares, of the par value of $10 each, all of which is outstanding. The total indebtedness of the company is placed at $80,000, and the assets, the petition says, are not sufficient to cover this amount.

Miscellaneous.

The Pope Mfg. Co. has added a motor bicycle tandem attachment to its productions. It is designed for application to the Columbia. Cleveland and Tribune motor bicycles. It is made of steel tubing and steel drop forgings, and, of course, comprises the usual and necessary seat post handle bar and saddle.

MANUFACTURERS' RECORD.

(Continued.)

Minneapolis, Minn.—The Consolidated Wire Fence Co., of Hutchinson, has moved to Minneapolis. "Discriminating freight rates" is given as the reason for the change.

Monessen, Pa.—The Page Woven Wire Fence Co. is arranging for an increased capacity in its weaving department, necessitated by increased orders.

Newark, Ohio.—The Wehrle Stove Co., which already has the largest stove factory in the world, has just commenced another big addition to its mammoth plant in West Newark. This means an expenditure of perhaps $100,000 and a large increase in the present force of workmen, now numbering nearly 400 men.

Oshkosh, Wis.—The Oshkosh Logging Tool Co. has finished the second new brick building and a couple of machines have been installed. These, however, will not be used this Winter. The foundation for a third brick building is to be laid this Fall and the building finished in the Spring. All three buildings will then be occupied.

South Pittsburg, Tenn.—The H. Wetter Manufacturing Co. is building an addition to their already large plant. The new building will be 300 feet long and 100 feet wide, will be equipped with a cupola and all necessary machinery for the making of stoves, fittings and hollowware. The new shop will employ 150 men.

Spring City, Pa.—The Buckwater Stove Co. will erect a six-story brick warehouse in the rear of their office, 60 by 100 feet. The same is to be completed by the end of 1904.

Tarpon Springs, Fla.—It is stated on good authority that Harrison Bros., of St. Petersburg, Hardware and furniture dealers, will establish a branch house here, under the management of Paul Cheyney.

Warren, Ohio.—The Penn Shovel Co. has appointed Isaac Krewson general superintendent of their factory.

Washington, Pa.—A new industry has decided to locate in Washington. The manufacture of wire window screens will be the business of the new industry and a stock company is being organized with a capital of $50,000. The firm carrying on the business has been located at Decatur, Ind., but the plant there has been dismantled and its machinery is now in this place. Among those interested in the new enterprise is T. C. Ruble, of Marion, Ind., who will remove to this place and be actively associated with the management.

Changes.

Bridgeport, Conn.—The Bridgeport Malleable Iron Co., of this city, has increased its capital stock from $200,000 to $4,000,000.

Elwood, Ind.—The Elwood Lawn Mower Co. will establish a branch plant in Chattanooga, Tenn., in a very short time.

Franklinville, N. Y.—The Ontario Knife factory property has been sold to J. L. and W. L. Burritt, Will Sill selling his entire interest for $3,200. The new proprietors are to enlarge the plant and put on more help. They also own a controlling interest in the Allegany knife factory.

Louisville, Ky.—The plant of the Louisville Shovel Co., at Brook and Lee Streets, has been purchased by J. Lithgow Smith, of the Columbia Finance and Trust Co., and after a thorough reorganization the factory will resume operations. Mr. Smith makes this purchase as a private investment. The plant has a capacity of one hundred dozen shovels daily.

Oshkosh, Wis.—A large four-story addition, to cost in the neighborhood of $8,000, is soon to be built by the Oshkosh Logging Tool Co. The structure will be of brick and the dimensions will be 146x92 feet. It will contain the offices and warehouses, also a spacious display room.

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Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK ✂ STRONG ✂ RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



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BEST BAR PULLER MADE



Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.



Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

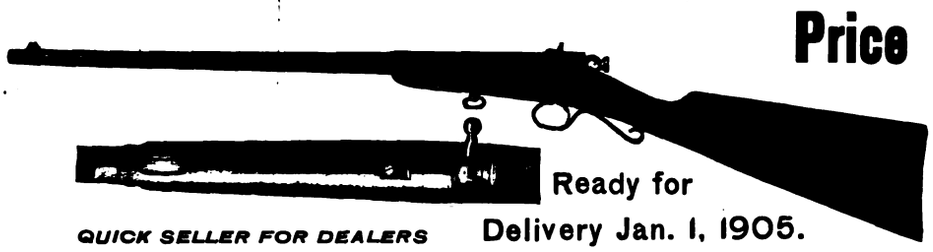
Try a 1-Dozen Case From Your Jobber.

Nickel Plate Steve Polish Co.

CHICAGO.

THE HAMILTON RIFLE No. 23

Price $3.00



Ready for

QUICK SELLER FOR DEALERS Delivery Jan. 1, 1905.

Full length, 35 in. Length of barrel and action, 23¼ in. Chambered for .22 Calibre S. and L. R. F. Cartridges. Takedown Model, with genuine Walnut stock. **Model No. 23,** is of the **Bolt Action** type, deservedly popular for combining simplicity of action with strength and safety. The barrel, with action, is 21¼ inches in length, being finely tapered and beautifully finished in blue-black gun finish. The quality of rifling is unsurpassed, assuring absolute accuracy and strength of shooting. The action is automatic, both in putting cartridge into the chamber and ejecting the exploded shell. New locking device makes entire action of Rifle absolutely safe under all conditions. Breech-block and working parts thoroughly protected from dirt, rain and snow. Barrel and action easily and quickly cleaned.



HAMILTON RIFLE No. 19

PRICE $2.00

Combines simplicity, beauty of finish, strength and excellent shooting power. Simple loading process; improved extractor, rapid and perfect in action; convenient "take down" features; calibre .22.

Model No. 15 is made like No. 19 except that barrel is 4 inches shorter. Price, $1.50.

Manufactured by

THE HAMILTON RIFLE CO., Plymouth, Mich.

Be sure and get full particulars of our No. 23 from your dealer.

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FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

HARDWARE SPELLBINDERS.

Our Scrap Book of Hardware Ads contains fifty-four heart to heart talks with the public, selected from over three hundred and covering every week in the year and most things you sell. All were written by an experienced hardware man and are original.

They Increased our Business. They'll Increase Yours.

We sell them to only one dealer in a town. Write us for samples and price.

THE JOHN E. BASSETT & CO.,
New Haven, Conn.

MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co. New York, N. Y.

Wanted.

WANTED—A young man as assistant stock clerk in a Hardware store. Address "Axiom," care HARDWARE.

WANTED—Exclusive line of goods or specialty—must be strictly high class and fit cutlery specialty. Have every facility to finance and market extensively all over the world, excellent New York office, six domestic travelling men. Address "Z. A." care of HARDWARE.

WANTED.—Hardware Salesman, visiting the jobbing trade to sell a hardware specialty on a commission as a side line. State territory covered. G. A. Higgins & Son, Galesburg, Ill.

GOOD AGENTS WANTED TO SELL


Salesmen Wanted.

WANTED experienced salesmen soliciting the mill supply houses, ship chandlers, hardware and paint trade to handle our goods as side line on 5% brokerage basis. We only handle staple lines and no scheme goods. All communications strictly confidential. A. R. Stansbury, Mfgs. Agent, 160 Water St., Norfolk, Va.

Situation Wanted.

STENOGRAPHER AND TYPEWRITER desires position in New York City; willing to start at reasonable salary with prospects of increase. Reference, Hardware Publishing Co. Address "Miss M," care of HARDWARE.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.


CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 Oathamine St. POUGHKEEPSIE, N. Y.

The Niagara Wrought Steel Harness Snap.
All Steel, Formed Cold, Loops of Drawn Steel Wire.
STRONG
DURABLE
CONVENIENT
HANDSOME
SALABLE.

As low in price as any other good snap. Free Sample and quotations to jobbers only.
Niagara Falls Metal Stamping Works,
Niagara Falls, N. Y.

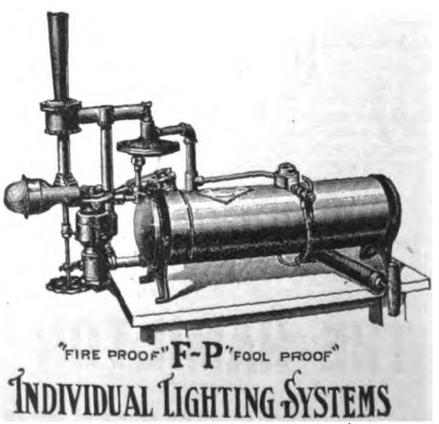
The Light That Never Fails

SO SIMPLE AND SAFE

That a child can operate it. Will save you 75 per cent. of your light bill. Have the best lighted INSIDE and OUTSIDE store in town.

THE INCANDESCENT LIGHT & STOVE CO.
Nos. 420-422-424-426 E. Pearl St. CINCINNATI, OHIO

For catalogue and further information address Department C.



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TOWER & LYON CO.,

95 CHAMBERS STREET, NEW YORK, U. S. A.

Manufacturers of

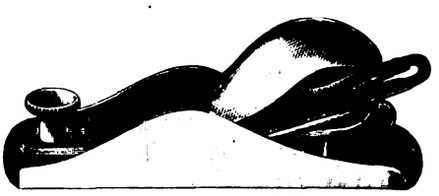
Fine Tools and Hardware Specialties.

CHAPLINS IRON BENCH AND BLOCK PLANES.

Send for our "Plane" Talk.



Corrugated or Smooth Bottom. (Hard Rubber Handles).



All have our Patent Adjustment.

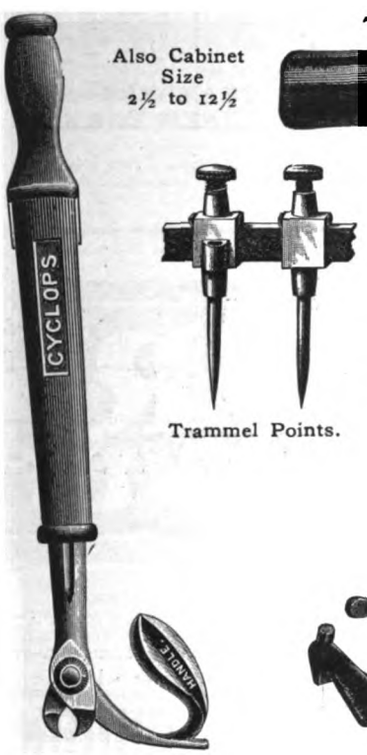
TOWERS CHAMPION SCREW DRIVERS.

Also Cabinet Size 2½ to 12½



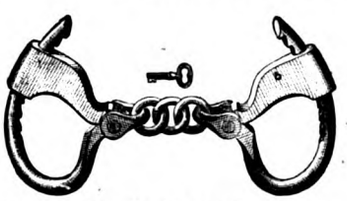
Sizes 2½ to 12 in. blades.

Also with Machinist Handles Sizes 12 to 30 in. blade.

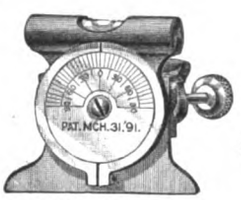


Stephens' Pat. Vises

Trammel Points.



Tower's Handcuffs and Legl rons, Twisters, Nippers, Clubs, Etc., Etc.

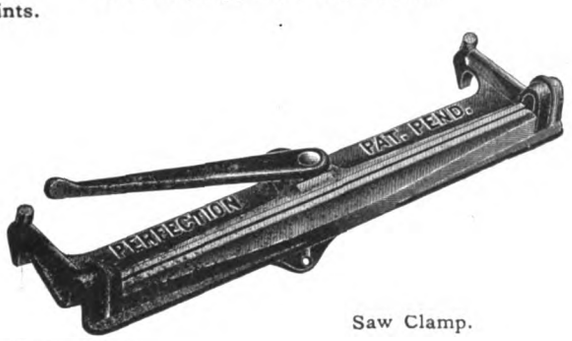


Unique Levels.

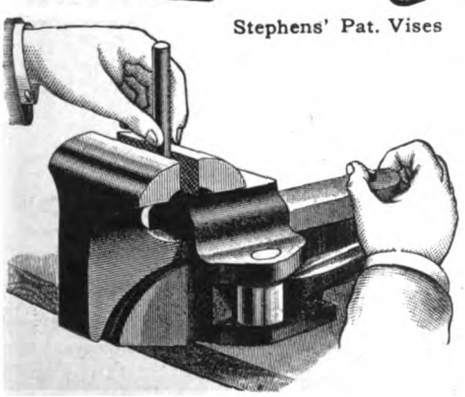
Perfection



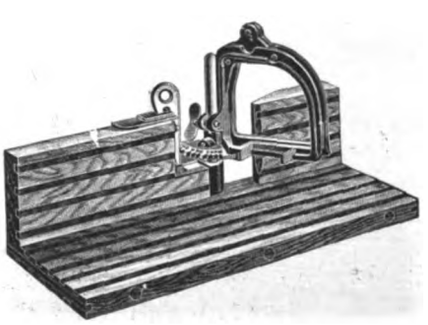
Plumb Bobs.



Saw Clamp.



Quick Acting—All Sizes.



"Perfection" Mitre Box. A Good Seller!

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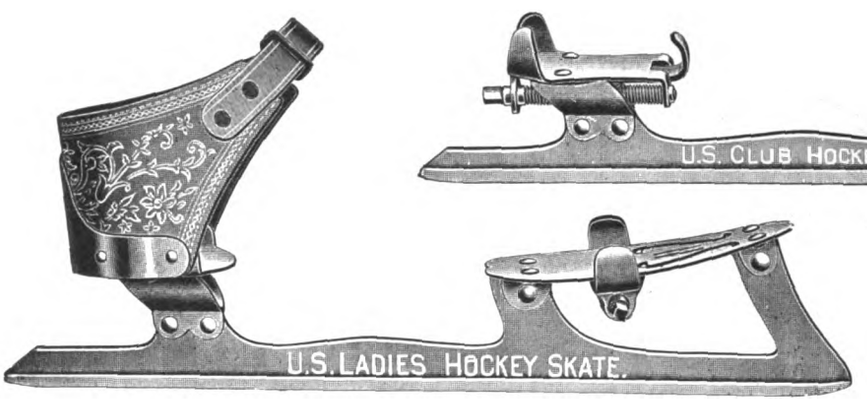
Lowentraut's ICE SKATES

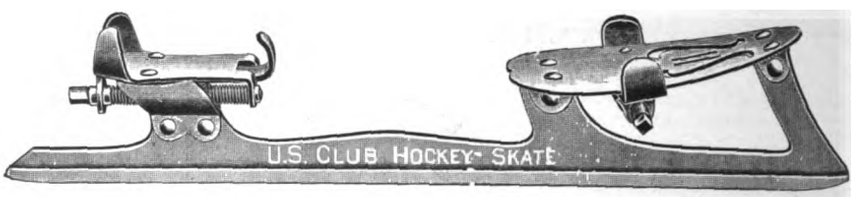
Manufactured by

P. LOWENTRAUT MFG. CO.

Our line for the season 1904-5 has been greatly inproved, and new goods added.







NEW CATALOGUE NOW READY . .

SELLING AGENTS

JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London, E. C., Eng.
Copenhagen (Freeport).

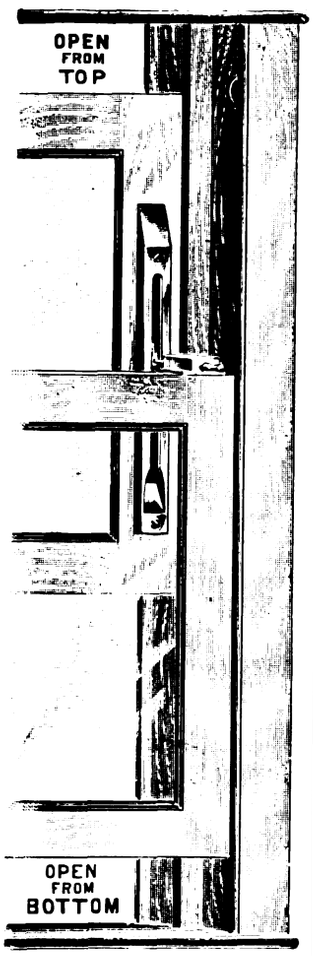
123 California St., San Francisco, Cal.



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BURGLAR PROOF

SAFETY Window Lock and Ventilator



Permits the sash to be raised from the bottom or lowered from the top for desired ventilation without sacrificing security from entrance by burglars.

It is impossible to reach over the partially opened window with the hand, a pronged stick or anything else to unlatch the bolt, making the window just as burglar-proof open as when shut.

The window can not be raised or lowered with a crowbar of 2,000 lbs. pressure in either opened or shut condition.

No "jimmy," knife-blade, string or any other device of the most expert burglar will open *this* lock.

It can only be operated from the INSIDE of the room, opened only when the window is shut.

To attach it, no cutting of sashes is necessary, and it is so simple in construction that a child can operate it.

These reasons make the "Safety" the best, the cheapest, and the **only absolutely burglar-proof ventilator lock** in the market, and the one which is enthusiastically endorsed by Architects, Builders, Dealers and Consumers.

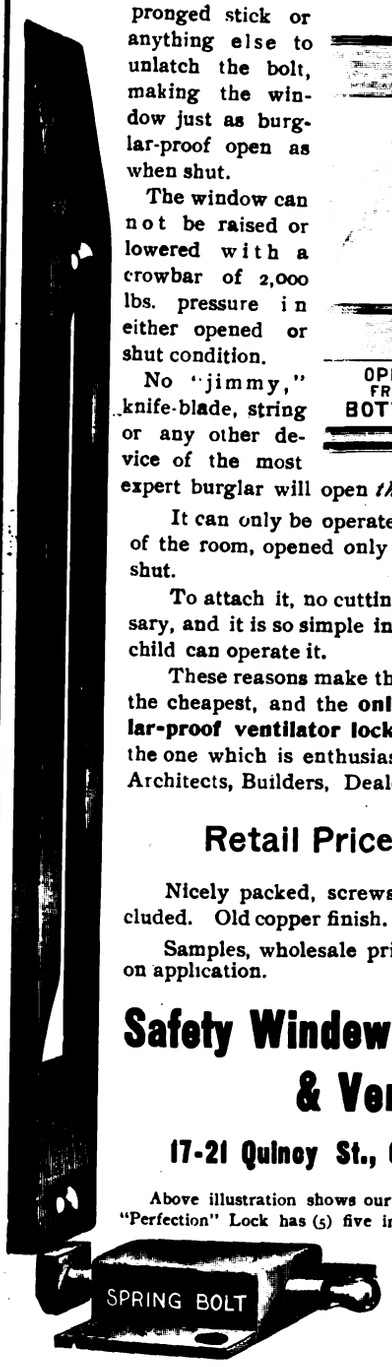
Retail Price, 25c.

Nicely packed, screws and directions included. Old copper finish.

Samples, wholesale prices and terms sent on application.

Safety Window Lock & Ventilator Co.

17-21 Quincy St., Chicago, Ill.



Above illustration shows our "Simplex" Lock. Our "Perfection" Lock has (5) five intermediate stops inside of slide and an extension which draws the sashes together when locked, making the old style center sash-lock superfluous.

PATENT PENDING.





It's Easy to Figure Out

How our complete line of

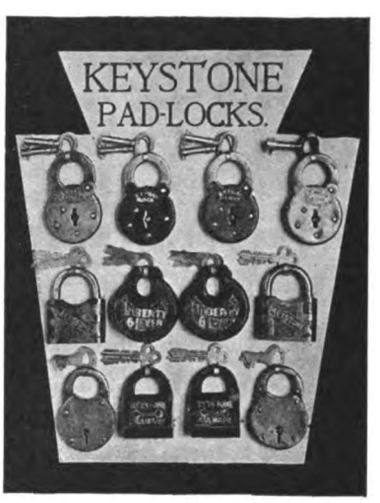
Padlocks

On Easel Card Boards

one dozen on each card, will practically sell themselves.

How? Goods well displayed please the eye—then comes the desire to buy; the sale is made.

Again: they take up no shelf-room, the cards are easily replenished, and it costs no more than the old method.



441 KINDS

of padlocks and night latches—all live and active sellers.

Every Lock Is Guaranteed

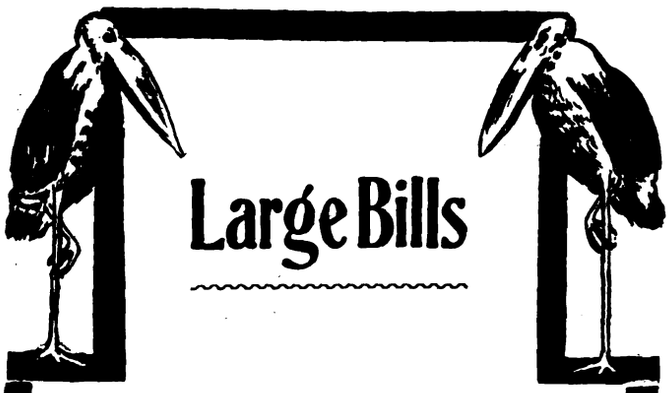
Get a copy of our catalogue—it's the key to the situation, profitable padlock selling.

KEYSTONE LOCK WORKS

E. T. FRAIM,

Lancaster, Pa., U. S. A.

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Large Bills

For ammunition of every kind for Rifles, Pistols or Shotguns can be considerably reduced by sportsmen everywhere by doing the re-loading themselves with

"IDEAL" TOOLS

for all standard sizes, and special tools for special sizes of shells. We guarantee them to make perfect ammunition.

HOW?

Our Ideal Handbook No 16 tells all about it. Send three stamps for postage. MENTION HARDWARE.

IDEAL MFG. CO.,
13th Street,
NEW HAVEN, CONN.



"WESTCOTT"
ADJUSTABLE "S" WRENCH.

It's the original Westcott—for convenience and general usefulness unsurpassed.

It is strong and durable because we've put into it first class material only.

The same is true of our

"WESTCOTT"
ADJUSTABLE "S" PIPE WRENCH.

It's the Steam and Gas Fitter's favorite—the handiest for all un-get-at-able places.

Our catalog is replete with information about all our tools: Rachets, Centre Punches, Nail Sets, Etc. Let's send you a copy.

Mention HARDWARE when writing us.

KEYSTONE MFG. CO.,
41-51 Chandler St., Buffalo, N. Y.
New York Agent, A. Z. BOYD, 56 Reade St.



LANTERNS?

Do You Know

That **we** are not in the "Lantern Combine"—

That **Our Prices** are **lowest** and we sell direct—

That **Our Lanterns** are **Strongest**—

That **We** use No Stamped Tubes in construction and our Lanterns can't wear out.

Our Safety Lanterns have the Unqualified Endorsement of the leading Fire Insurance Companies.

GLENS FALLS LANTERN CO.

Glens Falls, N. Y. Box 202 A.

THE EDGAR A. WILHELMI CO., 12 WEST BROADWAY, NEW YORK.
AGENTS FOR GREATER NEW YORK.

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The International Jury of Awards of The Louisiana Purchase Exposition has awarded to the

LISK

Manufacturing Co., Limited, Canandaigua, N. Y.



THE HIGHEST AWARD
THE GOLD MEDAL

ON ITS EXHIBIT OF

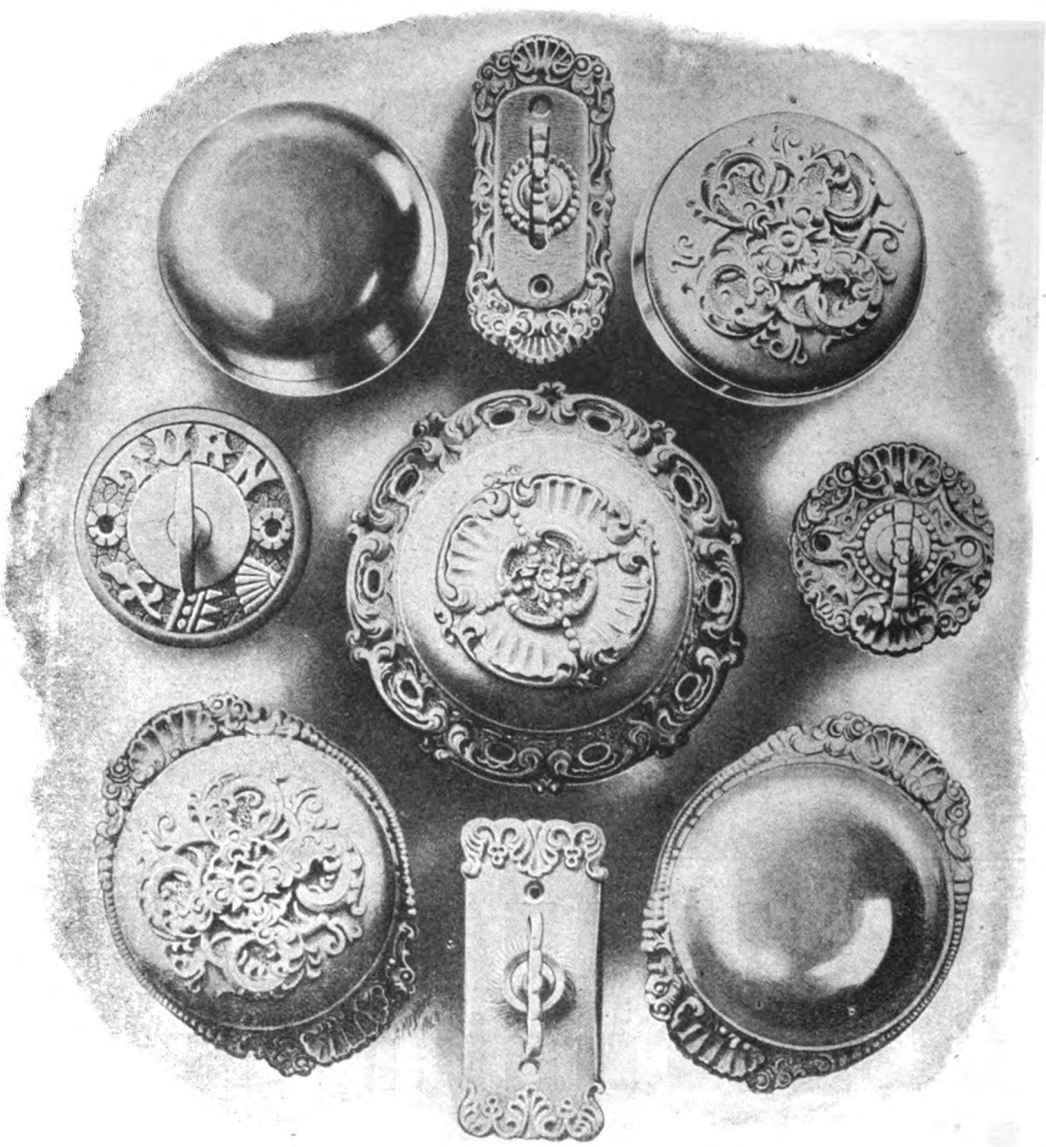
LISK'S Anti-Rusting Tinware
LISK'S Four Coated Enameled Steel Ware
LISK'S Imperial Gray Enameled Steel Ware
LISK'S Aluminum Galvanized Iron Ware
LISK'S Heavy Planished Copper Ware

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New Departure

The Name and Fame

of **New Departure Turn Plates and Button Cases** are a guarantee to each buyer. Everywhere they are conceded to be the most perfect in style and finish--they are unique. They are made of Bronze only--the most suitable metal for outdoor exposure.



PROFITS

Climb the moment you stock up with New Departures. Display them properly; they will sell themselves. A sample order will convince you.

NEW DEPARTURE MFG. CO., - BRISTOL, CONN.
Selling Agent, John H. Graham & Co., 113 Chambers St., New York City.

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GOODELL BRAND
CUTLERY
GUARANTEED

SEND FOR NEW CATALOGUE.

NEW YORK OFFICE,
10 Warren Street,

GOODELL COMPANY,
106 Main St., Antrim N. H., U. S. A.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

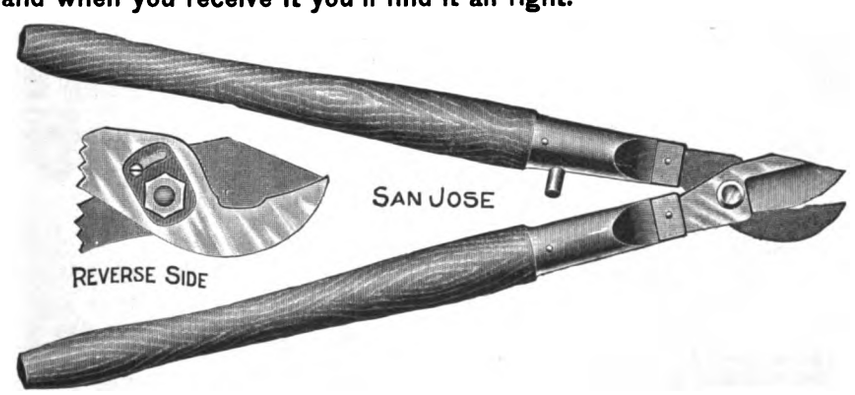
F. A. VORDERMEIER,
NEW YORK MANAGER.

CRONK'S

VERY BEST PRUNING SHEARS

That they are, indeed, the very best obtainable for the price, is common talk among users everywhere.

Have we others? Yes—twelve different kinds. Name any kind of a Pruning Shear and we can furnish it to you by the tick of the clock, and when you receive it you'll find it all right.



This applies to our entire line of Tools and Hardware Specialties fully described and illustrated in

Our Catalog—Have You Got It? You Cannot Afford to Be Without It.

The Crenk & Carrier Mfg. Co., Elmira, N. Y., U. S. A.

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GET OUR PRICES BEFORE ORDERING

BOX ORNAMENTS AND CORNERS.

BRASS GOODS MANFG. CO.

Corner Union and Nevins Streets, BROOKLYN, N. Y.

MANUFACTURERS OF

METAL GOODS IN BRASS, BRONZE, AND TIN.

LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.

SPECIAL GOODS MADE TO ORDER.

THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE

American Steel Roofing Co.

Middletown, O.



KELLY R. F. D. MAIL BOXES

More than meet the requirements demanded by the Post Master General. Each box is extra large, doubly strong and equipped with receptacle for outgoing mail. THEY COST NO MORE THAN THE ORDINARY KIND.

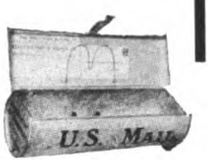
WE SUPPLY THE MASTER KEY LOCKS

KELLY FOUNDRY & MACHINE CO.

GOSHEN, IND., U. S. A.

Manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low Wagon Wheels, Etc.

CATALOGS AND PRICES FREE ON REQUEST.



Federal Bench Shear



Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

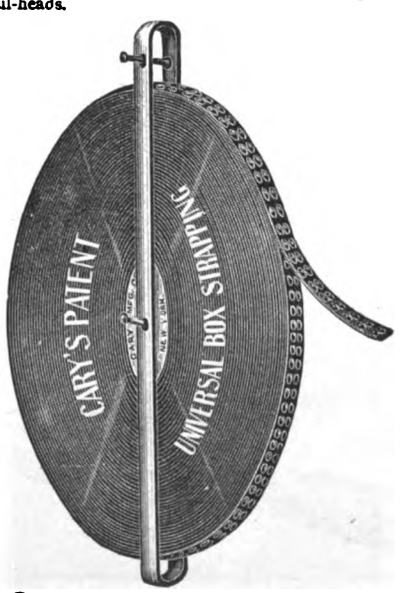
CHANDLER & FARQUHAR CO.,

131 Congress St.,

BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

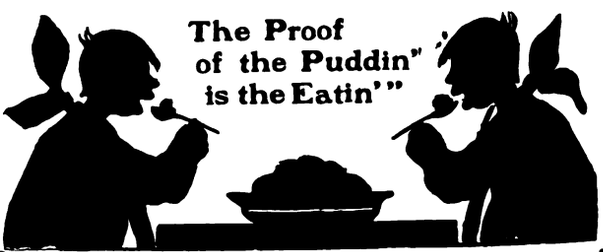
Straps made in four widths: ½, ⅝, ¾ and 1 inch.

Patented in all countries.

CARY MFG. CO.,

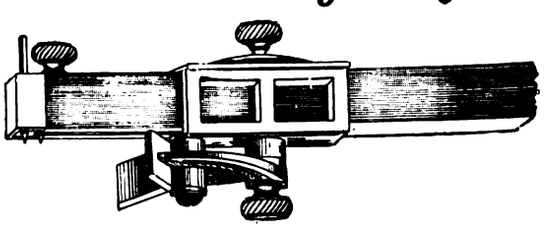
19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO



It's the same exactly with

Winslow's Adjustable Face Marking Gauge



Try it once on any irregular surface: Loosen its thumb screws—adjust its face—the work is done.

Most any mechanic or wood worker will see the point—its advantage over others. It saves both time and money.

You could sell lots of them (at a good profit) if you displayed them.

Lets' have your trial order.

MOSSBERG WRENCH CO.,

Central Falls, R. I.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5 50.....10&5%
32 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal, Rim, $2 75.....10&5%
B. B. Caps, Com. Ball, Swgd.....$1 20
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.65
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up	$ .60
B. E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.80
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P. E., 8	1.50
P. E., 7	1.50

15%

Ely's B. E., 11 and larger..$1.70@1.75
Ely's P. E., 12 to 20.....$3.00@3.25

Animal Pokes—

Iowa Farming Tools.	⅌ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's:
Invisible, No. 3.....⅌ gro.
Perfect, No. 2.....Net. $5.00
Belt Holder, No. 1.....Net, 7.20
Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ⅌ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car " .....
Machine Bits.....
40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 82..55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co..25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ⅌ doz. $1.35.. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $13; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
Picks and Mattocks
50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ½ bbls.....
375 400 lb " .....
.08½lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....40%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....
Tinned, each, $10.50.....

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip. Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40&45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....70%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....35&10%
Moulders'.....35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched... 45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50.....50%
Seymour Smith & Sons.....30&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@60%
Ives' ⅌ doz. $30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ doz. $3.00.....33⅓%
Excelsior ⅌ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Stranned, Lig Vitae Sheaves.....
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30
Perfect Safety.....30%
Stowell, Novelty Block.....30&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list 50&10%@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..30&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....33⅓%
Norway, Phila.....50%
Common.....72½%@72½&2 10%
Norway, Phila.....50%
Portchester, Norway.....50%
Phila.....50%

STOVE AND PLOW—

Plow.....65&10%
Stove.....30%@30&10%

MISCELLANEOUS—

Sink.....50%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....10%&10%
Common Ring.....30&10%
Ives.....35&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		.8 & 10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 10@11@14¼.....50&10%
No. 20@14@14¼.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's.....60%

Brackets—
Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @60&5%

Bracket Saw Frames—
Millers Falls Co.....25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard, List, June 24, 1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net, per do.....
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—

BRASS—
Wrought Brass, list Sept. '96 ...20@30% &5%

CAST IRON—
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
Loose Joint.....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%

WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....50&20%
Japanned, Ball Tip Butts.70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
} Extra 10% to 10&10

Calipers—
Bemis & Call;
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....65%

Can Openers—
American..... ₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $3.00@2.25
Phoenix.....4%
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25;
No. 3, $1.50.....75&10%
Universal, ₩ doz., $3.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@40&10%
"Niagara".....45@50&5%
"Eureka,".....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain ...
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain ... 4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass...60&10@60.&10&10%
Oneida Wire Dog Chains... 45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport Trace chains.....65%
Stake " 65%
Heel " 20%

COW TIES—
American.....45@50%
Niagara.....45&5&50&10&5%
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....50&5%
Sisal.....35&5%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00.....80%
Bullard's.....33⅓%
Cast Iron Steel Points....₩ doz....80c
Socket.....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... $24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 22 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel..... 20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Standard Makes.....70%@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—
Good quality, ₩ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—

HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1903 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....5&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....30%
Dividers.....65%
Compasses, Calipers, Dividers. 7 @75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....30@30&5%
L. & I. J. White.....20@30&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co...50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....20%
Dixons: ₩ gro.
Eclipse.....7 in. $3.75 9 in. $4.50
Emerald.....6.00
Oriole.....5.00
Rainbow.....9.12
Solid.....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,..20&10%
Perfect.....40%
Rubber, ₩ doz. $7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cutlery—
Fosters, Pocket.....20%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33⅓@40%
Columbia.....50&10%
Eclipse.....60@60&10%
Home.....50&10
Ogden's.....33⅓@40%
Pullman's Screen ....₩ doz. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman, Coil.....20%
Star (Coil), list Oct. '95.....20%
Torrey's Rod, 39 in. ₩ doz., net...$1 25
" " 48 in. " " ... 1 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10&5
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable.....35%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Standard Makes.....70@70&10%
Adjustable Handle.....25@35&10% 40&5%
Bradley's.....65&2&10%
Jennings & Griffin.....16⅔&10%
Watrous.....20&5@25%
L. & I. J. White.....

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....30%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00
Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg.....
Enterprise Mfg. Co.....25@30

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At one-third the price usually paid for ceramic tile—and fully as sightly, substantial and sanitary—are obtained by the use of

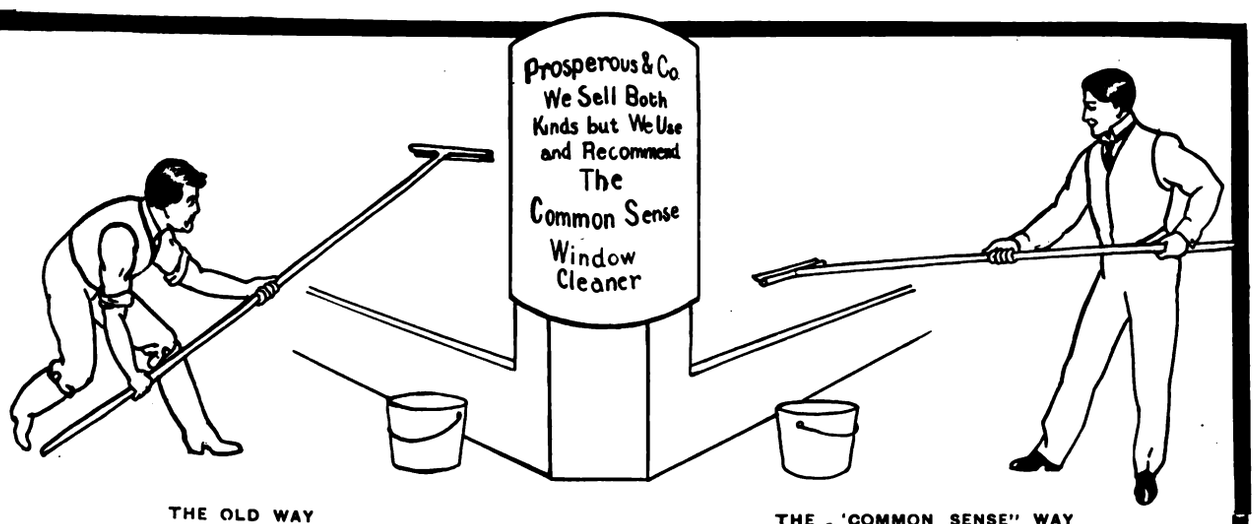


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THE "COMMON SENSE" WAY

A Clean Sweep

That is what we made when we introduced the trade to

COMMON SENSE WINDOW CLEANERS

By the adjustable spring and hinge, the rubber adjusts itself to any angle allowing a

Clean sweep from top to bottom of the window

with the old style the pole hit the sidewalk before the window was half cleaned.

No more half cleaned windows—sloppy sidewalks—chapped hands and tired backs.



That spring hinge makes **the rubbers last double time.**

Don't Argue **Don't Wait**

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AND ALL JOBBERS.

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Egg Beaters—

Taplin Mfg. Co.: ₩gro.
No. 60 Improved Dover.....$6.00
No. 75 Improved Dover.....$6 50
No. 100 Improved Dover.....$7 00
No 102 Improved Dover, Tin'd $8.50
No 150 Improved Dover, Hotel $15 00
No 153 Imp'd Dover Hotel T'd $17.00
No 200 Imp'd Dover Tumbler $8 00
No. 202 Imp'd Dover Tumble Td $9.50
No. 300 Improved Dover Mammoth, ₩ doz..... $250

Escutcheons—

Wood.....35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge".....$3.00
Popes.....3.00
Wilkinson's.....$3.00 net
Westerholm's.....$3.25

Faucets—

Frary's Iron Petroleum.....70@70&10%
John Sommer's "Peerless," Tin Key.....40%
John Sommer's "Boss," Tin Key...50%
John Sommer's "Victor," Metal Key.....50&10%
John Sommer's "Duplex," Metal Key.....60%
John Sommer's "I. X. L.," Cork Lined.....80%
John Sommer's "Reliable," Cork Lined.....50&10%
John Sommer's "O. K.," Cork Lined.....50%
John Sommer's "Chicago," Cork Lined.....60%
John Sommer's "Perfection," Cedar.40%
John Sommer's "No Brand," Cedar.50%

SELF MEASURING—

Enterprise ₩ doz. $36.00.....40%
Lanes.....$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.
American.....75&5%
Arcade.....75&5%
J. Barton Smith.....75&5%
Diston's.....75%
Diston's Superfine.....50%
Eagle.....75%
Great Western.....75&5%
Kearney & Foot.....75&5%
Mc Clellan.....75&5%
Nicholson.....70&10%
Nicholson's X. F. Files.....80@80&10%
Royal.....80@80&10%

IMPORTED—

Stubs.....Stubs' list, 30@33⅓%

Filters—

Acorn.....50%
Fulper's Natural Stone $8.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list...60@60&10%
Kirby & Limerick, low list (50c base).10%

Fishing Tackle.

Bishops:
Level Winding Jeweled Reel, ₩ doz. $78 00
Level Winding Steel Pivot Reel ₩ doz. $66.00
Auto Even Spooler.....₩ doz. 30.00
Gun Cleaner.....₩ doz. 4.20
Lightening Fish Scaler..₩ doz. 3.00
Fish Hook Shield.....₩ doz. 3.00

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&20%

Fruit, Wine and Jelly Presses.

Enterprise.....90@25%

Fry Pans—

Standard List.....70&10

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Clapboard.....25&10%
Disston's Mortise.....70%
Marking, Mortise, etc.. 50&10@5&10&10%
Stanley's.....20@20&10&10%
Starrett's Surface, Center and Scratch.....25&10%
Wire, Morse's.....25%
Wire, P. S. & W., low list...30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr..$4.00@$4.25
Double Cut.....40&10@50%
Metal Head.....50&10%
Wood Head.....50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40&10%

Glue Pots—

Enameled.....40%
Tinned.....35%

Graters—

Enterprise.....25@60%

Graphite, Lubricating.

Dixon's Pure Flake

632–	1 lb. cans,	20 cts. ea.
633–	5 " screw top tin cans,	85 cts. ea.
634–	10 " " "	$1.60 "
644–	25 " boxes,	15 cts. lb
645–	50 " "	14½ cts. lb
646–100	" kegs,	14 cts. lb.
647–350	" barrels,	12 cts. lb.

Grindstone Fixtures—

Cronk's.....50%
Forest City.....30@30&10%
Sargent's Patent.....60&10&10%
Stowells Extra Heavy.....50&10&10%
Stowells Light.....60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters.....50&5%
Sisal Rope.....35&5%
Web Halters.....45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail.....10%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75.....40&10%
H. & B., Tack.....₩ doz. net $2.50
Maydole's.....33⅓&5&40&10%
Sargent's New List.....40%
Fayette R. Plumb:
Plumb, A. E. Nail.....⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers.....40&5%
Riveting and Tinners'.....40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... } 75@75&10%
3 to 5 lb 40c lb.... }
Over 5 lb 30c lb.... }
Wilkinson's Smiths.....9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute.....40&5%
Sisal.....20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....₩ doz.,$15.00

Handles—

WOOD—

Auger, assorted.....₩ gr. $2.75@3.00
Auger, large.....₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1.....60&10%
No. 2 to 32½.....40%
Axe, Pick, etc.....50@5 &10
Bliss Mfg. Co.

Chisel.....
Brad Awl.....
File.....
Auger.....
Soldering Iron..... } 25@38⅓%

Brad Awl.....₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted.....₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet,.....50%
Hoe, Rake and Fork.....50&10
Rollins Hdw. Co. Hafts $9.00...40 & 10%
"Simplicity" File Handles, ₩ gr. $.90@1 50
Saw and Plane.....40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins.....40&5%
Champion.....45@45&10%
Disston's.....50%

Hangers, Barn Door—

Old Pattern.....60&10%
New England.....66⅔@70%
Chicago Spring Butt Co.:
Fraction.....25%
Oscillating.....25%
Big Twin.....25%
Lane's Covered.....50&10&10%
Lane's Hinge Pattern..net $7.20 ₩ doz.
Lanes:
Standard.....50&10&10&5
Special.....60&10&10&5
Track for same.....₩ 100 ft. net,$3.75
Cronk's:
Nos. 1, 1½, 2 & 3.....60&10%
Nos. 11, 12.....70%
Nos. 21, 21½, 22.....60%
Nos. 32, 50.....60&20%
No. 44.....60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs.....60&10%
Myers' Stay-on.....50&10%
Wilcox's New Century.....50&10&10%

Hangers, Garment.

Pullman's.....₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lanes:
Standard.....net, $3.85
Ball Bearing.....4.15
New Model.....3.85
New Champion.....2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.448, 40 drawers, no partitions, run. ft, $3.60; net each.....$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each.....36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each.....54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each.....15.40
No 1702, open base with center shelf, run. ft., $2.25; net each.....18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each.....22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each. run. ft., $2.71; net each.....23 57
No 1770, 8 nail spaces and 4 open shelf spaces above. run. ft. $3.10; net each.....25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's.....50%
McKinney's "Perfect," $1.10 ₩ doz.50%
Wrought.....85&10@90%
Wrought, Stanley.....80%
Wrought, Griffin.....80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:
Myers Unloader, Double Steel Track.....$7.00
Myers Unloader, Wood Track.. 7.00
Comb. Car, Double Steel T..... 7.00
Comb. Car, Wood Track..... 7.00
Rev. Car., Double Steel Track .. 7.00
Rev. Car., Wood Track..... 7.00
Myers Unloader, Cable..... 7.00
Myers Unloader, Single Rail.... 7.00
Sure Grip Sling Car, Steel or Wood Track.....12.00

Double Rail Steel Track, complete with clamps.....₩ ft.....
Single Rail Steel Track complete with clamps.....₩ ft.....
D. H. Fork Steel Regular...each, 1.80
Neills Fork.....each, 3.00
Double Grapple Fork.....each, 7.00
Sprout's Shear Fork, each.....$1.00
Walker Fork, each.....3.40
Common 6 in. Wood Sheave Pulley, Fig. 433.....₩ doz. 3.00
Faultless Steel Frame K. P. Pulley, Fig. 435.....₩ doz. 4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig. 435.....₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676.....₩ doz. 4.00
Reed Wood Frame Pulley with Hook, Fig. 434.....₩ doz. 4.00
Steel Frame Pulley with Iron Sheave Fig. 555, ₩ doz.....3.10
Floor Pulley, Wood Sheave, Fig. 436.....₩ doz. 4.10
Hanging Hooks for Double Steel Track.....₩ doz. 1.40
Hanging Hooks for Single Steel Track.....₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in.....₩ doz. 1.00
Hanging Hooks for Wood Track, 16 in.....₩ doz. 1.30
Floor Hooks ¾ in.....₩ doz. 1.40
Malleable Rafter Brackets, ₩ doz. .70
Wrought Rafter Brackets ₩ doz .70
Rope Hitch.....₩ doz. 3.00
Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ doz. net $9.00
Iwan's Hay, Imp. Serrated ₩ doz. net.....$10.00
Kohlers, Hay, Sickle edge per doz net 10
Auburn Straw.....40&10%
Weymouth, Pat.....65&10
Wadsworth's.....40&

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net.....$6.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb, 5½c. / 14 to 30 in., ₩ lb, 5½c. / 32 to 36 in., ₩ lb, 5c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	80&5&10
Heavy Strap Hinges	80&20&10
Light T Hinges	75&10&5
Heavy T Hinges	70&5
Extra Heavy T Hinges	80&20&10
Hinge Hasps	70%
Corrugated Heavy Strap	80&20&10
Corrugated Ex. Heavy T	80&20

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	40%
Bommer B. B Floor Hinges	40%
Bardsley's Patent Ch cking	10%
Chicago Spring Butt Co.:	
Chicago Spring Butts	25%
Triple End Spring Butts	30%
Chicago Ball Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	20%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.	50&10@60&10%
N. E., ₩ doz. $7 80	60%
N. E., Reversible, ₩ doz. $5.60	60%
N. Y. State, ₩ doz. $4.90	60%
Western, ₩ doz. $4.20	60%

BLIND HINGES—

Parker	70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 12	70&10%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 ₩ doz. sets	50&10%

Hitching Cords—

Covert Mfg. Co.....40&25
" " .....
Hitchers Stall.....20%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

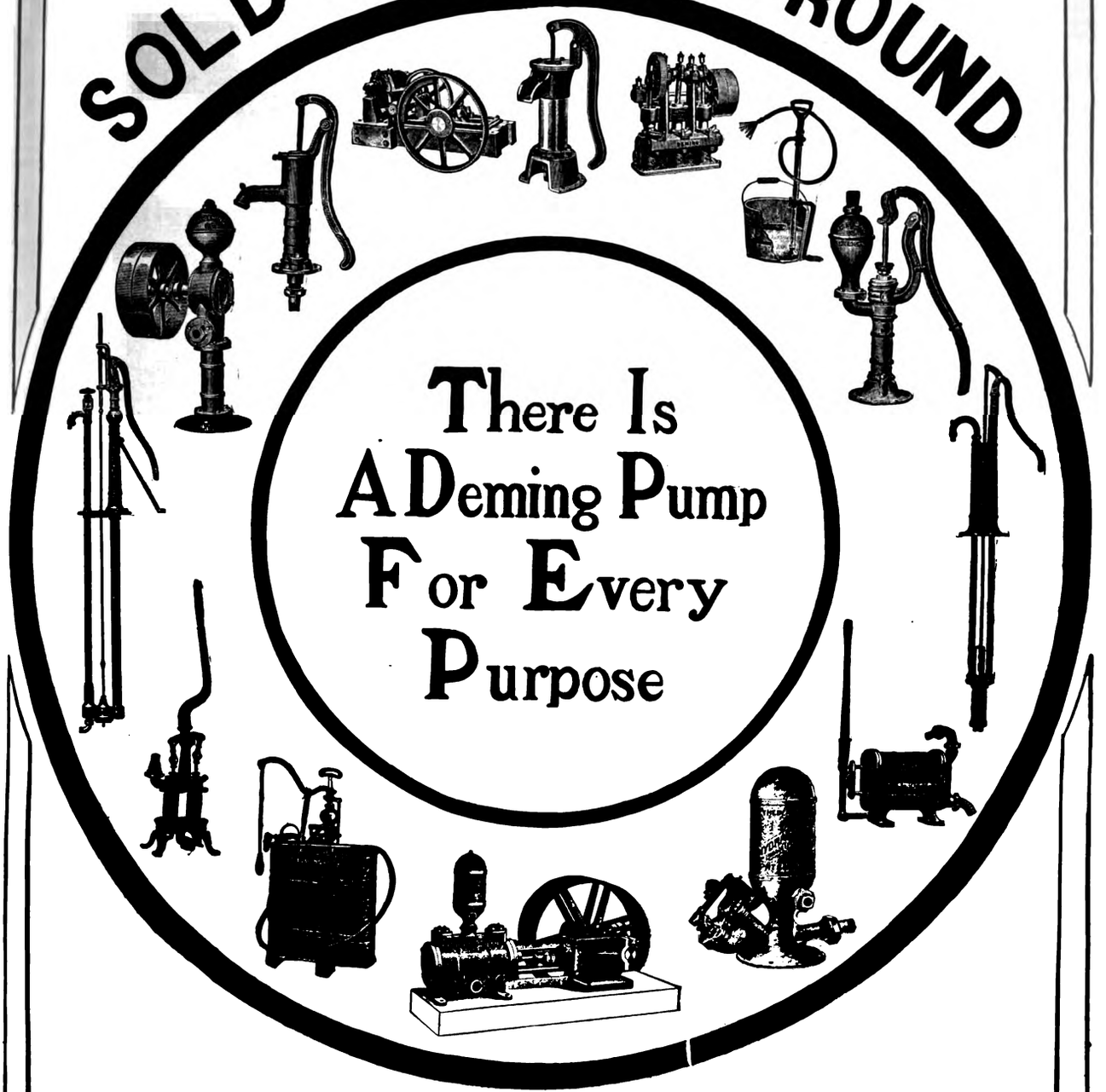
ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov 1, 1901.
Agate Nickel-Steel Ware.....50&20%
Pearl Agate Ware.....60&15%
Blue and White Ware.....50&20%
All White Ware.....50&20%

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DEMING PUMPS

SOLD THE WORLD ROUND



There Is A Deming Pump For Every Purpose

The DEMING COMPANY, Salem, Ohio, U.S.A.

HENION & HUBBELL, General Western Agents, Chicago, Ill.

OTHER GENERAL AGENCIES:

W. P. DALLETT, Philadelphia. ENGLISH IRON WORKS CO., Kansas City. HARRIS PUMP & SUPPY CO., Pittsburg.
CRANE CO., San Francisco, Los Angeles and Portland. CHAS. J. JAGER CO., Boston. SYDNOR PUMP & WELL CO., Richmond, Va.
RALPH B. CARTER CO., New York.

SPECIAL POWER PUMP AGENCIES:

HENDRIE & BOLTHOFF MFG. & SUPPLY CO., Denver. HENSHAW, BULKLEY & CO., San Francisco.
L. BOOTH & SONS, Los Angeles. DARLING BROTHERS, Montreal.

Foreign Orders Executed Through New York Export Merchants. NEW YORK OFFICE: 56 Pine St.

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground 70%
Country ware....per 100 lbs, net $2.50

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.... .....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother.....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

RUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths.....60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... .....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases .. ..70% Ten case lots.. .....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem..... 60&10%

MISCELLANEOUS—
Belt.....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's 60%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						12c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓&5%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						9c net

Horse Shoes—

F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg ..... $ 75

Horse Ties—

Covert Mfg. Co.:
Cotton..... 45% & 2%
Hemp..... 45% & 2%
Jute..... 50& 5%
Sisal... ....35&5%

Hose, Rubber—

Boston Belting Co.:
"Boston"... .....50&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... .....40&10%
Reliable..... .... 50&10%
Staple..... .....60&10%
Standard..... .....70&10%

Hose Bands.

Star Hydrant..... .....80&30%
Steam 70%

Ice Awls, Chippers, &c.—

Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... ....net
Gem Ice Shave... .....net
Sargent's Ice Awls.....55%
Snell's 50%
Star..... .....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33. ₩ doz. $6.00..25@30%
No. 84. ₩ doz. 15.00..25@30%

Jack Chain—

See Chain.

Jacks—

See Wagon Jacks.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—

Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives..... 20%
Cronk's Chopping..... .....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—

Wadsworth.....40&10%

Knife Sharpeners—

Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones.....$2.50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—

Bardsley's Wood Door, Shutter and Base ....10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. ....$1.15@1.25
Door Mineral..... ....65@70c
Door Por. Jap'd..... .....70@75c
Door Por. Nickel ....$2.10@2.25

Lanterns.

C. T. Ham, Class A. B. C. & D. 40&10%

Latches—

₩ doz.
Cronk's Barn Door..... Net, $3.00

Lawn Mowers—

Champion ....75&10%
Clipper Improved..... .....50&10&10&5%
Enterprise..... .....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T..... .....70&10%
Style A. (all steel)..... .....60&10%
Style E., Low Wheel..... .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list..... .....40&10%
Gold Coins, low list..... .....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... .....75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—

Enterprise..... .....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kohler's:
Daisy..... ....net, per dozen$7.50
Mystic 6.00
Rainmaker..... .....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz

Ulrich Mfg. Co..... ....$85.00

Leaders, Cattle—

Covert Mfg. Co. ... .35%

Leads—

Covert Mfg. Co.
Cotton..... .....45% & 2%
Hemp..... ....45% & 2%
Jute ....50&5%
Sisal..... .....35&5%

Lead Pipe, Etc. ₩ lb

Bar Lead..... .....5½@6c
Block Tin Pipe..... .....35@37½%
Lead Pipe, full lengths..... ...5to5¼
Lead Pipe, Tin Lined..... .....12½c
Sheet Lead, full rolls..... .....6½c

Lemon Squeezers

Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40..... .....20%
Hotchkiss, Straight Flush, ₩ doz. $9.00
Jennings' Star .....₩ doz. $1.90@2.00
Little Giant..... .....50@50&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc. Lined, Wood..... ....₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—

Sargent's..... .....50@50&10%

Levels—

C. E. Jennings & Co.'s:
Hexagon ....2 & 10%
Iron Bench, new design..... 25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 ....40%
12 in. $27.00..... .....40%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet..... .....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton. .....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50 .....15%
Silver Lake, Braided. No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross..... .....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 ..20%
Wire Clothes, 100 feet, Nos. 18 to 20. 45@45&5%
Nos. 1 to 4..... .....40%

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co..... .....40%
Reading Hardware Co..... .....50%
Sargent & Co..... .. 40&10%

CABINET—
Eagle Lock Co..... . ... 33⅓%
Corbin..... .....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9.00..... .....40%
Ames Sword Co 40%
Brown's Brass..... .....35%
Brown's Chain..... .....20%
Champion..... .....40%
Eagle 40%
Slaymaker's:
General Line..... ....35&10%
Scandinavian..... ... .90%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—

Cronk's Garden..... .....33⅓%
Regular Goods..... 70%@70&10%

Meat Cutters—

American..... .....30%

Nos...	1	2	3	4	5	6
Each..	$5	$7	$10	$25	$50	$60

Dixon's..... ₩ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$30

Enterprise ....25@25&7½%

Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4 50	$6

Little Giant..... .....33⅓@40

Nos...	305	310	312	320	322
	$55	$48	$44	$72	$68

Woodruff's, ₩ doz ..30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—

Enterprise .... .25@30%

Metals, Anti-Friction—

	₩ lb
Magnolia Metal Co.:	
Defender..... ....18c	
Kosmic..... .....9c	
Magnolia, Anti-Friction 95c	
Mystic..... .....14c	

f. o. b New York or Chicago.

Melting Ladles—

Monroe's Patent..... ₩ doz. $4.00.40
Sargent's..... .....60@60&10

Mitre Boxes—

C. E. Jennings & Co..... .....25&10%
Seavey's, ₩ doz. $30 ....40%

Motors—

COFFEE MILL—
Specialty Novelty Co..... : each $5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 90,90&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list..... 60%

Nail Nippers—

"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. $.00

Nail Pullers—

Ajax, 5 lbs .... ₩ doz. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops..... .....40&10%@60%
Cronk's ....₩ doz. net $12.00
Eureka, No. 74..... dos. net $8.50
Eureka, No. 75... ..... dos. net 5.00
Giant, No. 1, ₩ doz. $18.00; No. 1½, $16.50; No. 2, $15.00 ....80&5%
Lightning..... .....₩ doz. $18.00, 30%
Morris No 1, List $20.00. ....50%
National..... .....₩ doz. $4.00, 40%
Pelican..... .....₩ doz. $9.00, 40@40&10%
Rollis Hdw. Co. No. 1 18 00.....50&10%

Nail Sets -

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25
Snell's:	
Octagon .....₩ gr...	$5.25
Corrugated	6.75
Knurled.....	6.75@7 50

Nippers—

Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%

Nut Crackers— ₩ gro.

Acme, Japanned.....$30.00..40%
Acme, Nickel Plated..... 30.00..30%

Nuts—

Cold Punched:

	Mfrs. or U. S. Standard.	Off list
Square, Plain		$5.10
Hexagon, Plain		5.80
Square, C. T. & R.		5 30
Hexagon, C. T. & R.		6.00

Hot Pressed:

	Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank.	5.80
Hexagon, Blank	6 30
Square, Tapped	5.80
Hexagon, Tapped	6 30

Oils—

Linseed, City, Raw, in barrels, ₩ gal 4.c
Linseed, City, Boiled, in barrels. ₩ gal. 44c
Ont of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels... ₩ gal. 55c
Lard, Prime City ....₩ gal.....56@ 6c
Lard, Extra, No. 1..... 49@51
Lard, No. 2..... 36@38

Oilers—

Brass and Copper, ...80&10
Tin or Steel..... .....60&10
Cushman & Denison's: ₩ doz.
Gem..... .....$ .50
Leader..... 60
Perfect Oilers..... .....1.80
Star Pocket Oilers 75
"Paragon," Brass..... .....45@50%
"Paragon," Zinc..... .....60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ....70@70&10%
Zinc and Tin..... .....50@60&10%
American Tube & Stamping Co., Spring Bottom Cans..... 70@70&10%
Railroad Oilers, etc,..... 60@60&10%

Oil Stones, etc.—

AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10 c " "
Queer Creek Axe .... 20 c " "
} 40%

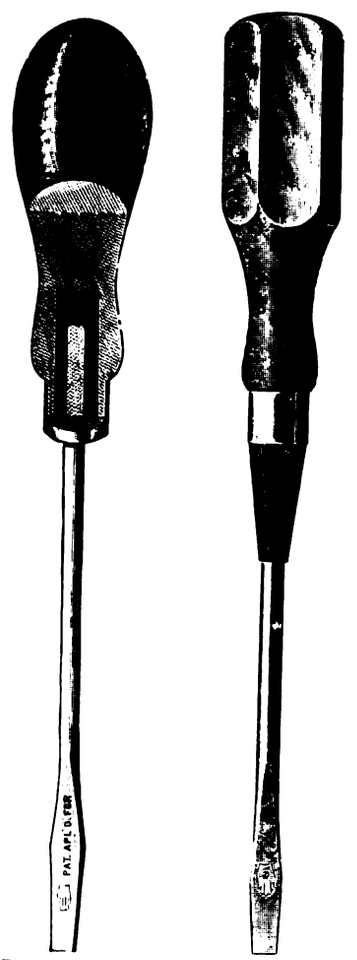
OIL STONES—
Pikes'

Lily White Washita		....60c ₩ lb.	
Rosy Red	"	...60 c " "	
Extra	"	...50 c " "	
No. 1	"	...40 c " "	
No. 2	"	....30 c " "	
Lily White	"	Round, Edge Slips.....	90 " "
No. 1 Washita, Round Edge Slips.....			70 c " "
Washita Pen Knife Pieces			70 c " "
No 1 Hard Arkansas Stone 3 to 5¼ inch long....			$2.80 " "
No 1 Hard Arkansas Stone 5¼ to 8 inch long....			$3.50 " "
No 1 Soft Arkansas Stone 3 to 5¼ inch long....			$1.30 " "
No 1 Soft Arkansas Stone 5¼ to 8 inch long....			$1.70 " "
Soft Arkansas Round Edge Slips.....			$2.50 " "
Hard Arkansas Round Edge Slips.....			$4.00 " "
Hard Arkansas Pocket Knife Pieces.....			$4.00 " "

} 33⅓

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Ducharmes Tools are Known by The Ducharmes Trade Mark.



Electrician Screw Driver Perfectly Insulated. Insulated Driver for Electricians.

WE make a specialty of Hand Forged, Hardened and Tempered Screw Drivers, using positively none but the highest grade stock in both steel and handles.

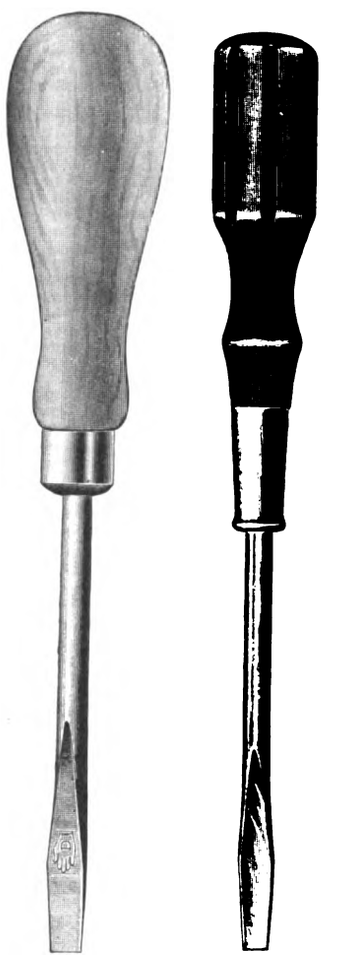
We guarantee each driver to the trade, and will replace free of charge any that break, bend or are not perfect in all respects.

Each driver is tested to break a screwhead in its size.

Our Latest Catalog ought to be in your hands. Our liberal trade discount sheet goes with it.

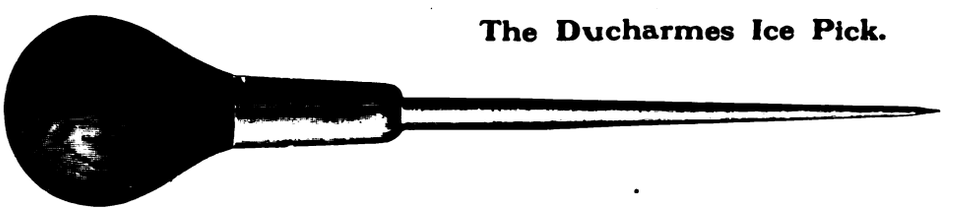
We know it will interest you.

MENTION HARDWARE.



Hand D No. 5. Screw Driver O. K. No. 9 Screw Driver.

The Ducharmes Ice Pick.



Nail Set and Punch.



Screw Driver Bit.



The DUCHARMES & CO., Shelburne Falls, Mass., U. S. A.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(25c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... .. 60%
Extra..... 60%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... .....15c@25c
Italian Packing.....10½c@12c
Jute ..... 4½@6½c
Russian Packing..... 9c@12c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance..... $ 4.50
Baldwin 5.00
Bonanza .....each 6.50
Dandy .....each 7.50
Eureka, 1898 .....each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 72 ..... 4.00
Reading, 78..... 7.00
Turntable, 1898 ..... 6.75
White Mountain..... 6.00
POTATO— ₩ doz.
Saratoga.....$7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$2.17@3.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6 87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored ..... $4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ....70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E. Jennings & Co.....50&10%
Molding.....33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron.....50&10%
Sargent's ..... 60@60&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros.....30%
Butcher's.....$5.00@5.25 to $
C. E. Jennings & Co ....16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button..... .....70&10@75%
Ik & Carrier:
Pliers
N. 1..... 60&10%
90..... net, $9.00
40..... 75%
50 ..... 80%
65..... 40%
70..... 50%
80 ..... 40%
88..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting..... 50%

Plow Bolts—
See Belts.

Plumb Bobs—
Keuffel & Esser Co..... 33⅓%

Plumbs and Levels—
Cook's .... 40&10&10
Davis':
Inclinometers 20%
Iron Levels .... 25&10%
Disston's 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10@30&10&10%
Stanley's Duplex.....20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste .....40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.75
¼ lb. boxes, ₩ doz 1.25
½ lb. boxes, ₩ doz 2.25
1 lb. boxes, ₩ doz 1.25
U.S. Liquid, 8-oz cans, ₩ doz.... 12.00
gross .....
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Genuine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ..60%
Joseph Dixon's .....₩ gro. $6.75, 10%
Dixon's Plumbago.....₩ lb 8c
Fireside.....₩ gro. $2.50
Gem .....₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₩ doz $1.00
Black Silk, 3 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq.....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 13.00
New Champion.... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection .... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ...₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ....6 .s 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw ..... 45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter .....60@60&10%
Empire Sash Pulley..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4½-inch, ₩ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₩ doz., $12 00 .....40%
Side, Anti Friction 60%
Shade Rack..... 4%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 226, 3 in. Shallow Well Pump $18.00
No. 8, Fig. 228, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 207, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 207, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 221, 3 inch Deep or Shallow Well Pump 15.00
No. 22, Fig. 222, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 231, 3 in. Shallow Well Pump..... 14.00
No. 89, Fig. 232, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 233, 3½ in. Deep Well Pump..... 15.00
No. 72, Fig. 233, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 446, 3 inch Lift Pump..... 9.00
No. 103, Fig. 446, 3½ in. Lift Pump..... 11.00
No. 150, Fig. 510, 3 in. Lift Pump..... $7.00
No. 151, Fig. 510, 3½ in. Lift Pump 6.50
No. 225, Fig. 269, Windmill Pump..... 12.50
No 235, Fig. 406, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump 26.00
No. 305, Fig. 477, Spray Pump, complete..... 11.50
No. 330, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 208, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 340, Fig. 498, Bucket Spray Pump..... net, 3.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 50%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.00
Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. ..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in .....net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb. 35c..... 25@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor..... 50%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... .. 40%
Kohlers:
Net
Lawn Queen.....20, $3 45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th..... .... .. 2 24
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric.....List net
Boracic ....60&10%
Fox 40%
J. R. Torrey Razor Co..... ..20%
Westenholm and Butcher, $10.00 to $..... .....10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo .....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 60%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... .. 70%

Rollers—Stay.
Cronk's:

	No. 50,	55,	56,	60,	65
₩ doz.	1.00	.60	.75	.75	.90

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger ... 18½@18c
Medium ..... 14½@15c
⅛ in. and larger..... .....
Common..... .....10½@11c
Jute Rope:
A grade..... 6
C grade.. ..... 5½c
Manila:
7-16 in. and larger..... .....11½c
⅜ in 12c
¼ and 5-16 in..... 12½c
Sisal:
7-16 in. and larger..... 7½@9c
⅜ in ..... 8½@9½c
¼ and 5-16 in..... 8 ½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&10%
Keuffel & Esser Co.:
Folding, Wood..... 35&10%
" Steel.. .....33⅓&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10 & 50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $3.75
Bronze Finished in Cases" 3.15
Aluminum Finish " " " 2.90
Full Nickel " " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&2½%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....70&10%

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:	List.
Emery Cloth.....	50&10@60%
Garnet Paper.....	35%
Flint and Emery Paper..	50&10@60%

Sash Balances—
Caldwell Mfg. Co.....50%
Pullman ..... 50&10@60%
Victor Bronze..... .....75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... 40%
Monarch B. C Co,... .. ..70%
Pullman Bronze 70%
" Cop Steel.....70&10&10%
Royal Metal..... ..... 60&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... 70%
Victor Bronze 10%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White. ..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent"..... 30%
Imperial 33⅓%
Sash Rollers..... 70%
Ives (Basement Fasteners..... 40%
Champion 25%
Monitor, Steel..... 20%
Shutter Sheaves..... 20%
Window Screen Sash Lifts..... 30%

Sash Locks—
Champion Meeting Rail..... 15%
Champion Side..... ..... 30%
Ives' Patent:
Wrought Metal..... 30%
Cast Metal..... 33⅓%
Window Ventilating Lock..... 30%
Pavson's Signal 20%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory... .... $33.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@25&7½%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50
Band ⅛ to 1-16 in. Wide..... 50

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"THE SUN NEVER SETS"

on Tools Marked "M. T. D &. M. Co."

Beach Chucks



MORSE TOOLS

ARE UNEXCELLED IN QUALITY. FINISH AND WORKMANSHIP.

Drills Fitting Coe's Press



Bit Stock Drills



Screw Slotting Cutters



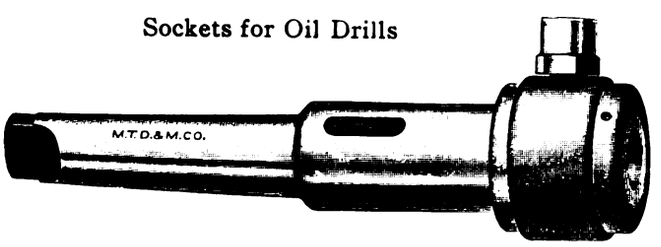
Straight Shank Drills, Jobbers' Length



MORSE TWIST DRILL AND MACHINE CO.

NEW BEDFORD, MASS., U. S. A.

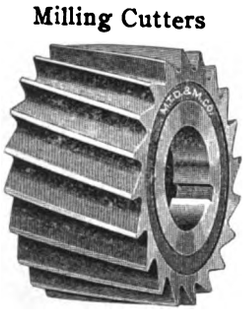
Sockets for Oil Drills



MAKERS OF

INCREASE AND CONSTANT ANGLE TWIST DRILLS, REAMERS, CHUCKS, MILLING CUTTERS, TAPS, DIES, MACHINERY and MACHINISTS' TOOLS

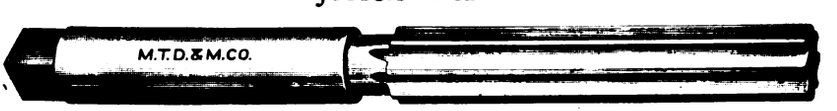
Milling Cutters



Drills with Oil Holes



Jobbers' Reamers



Three-Groove Chucking Reamers



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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....30%
Cross Cut.....35&5%
Gang.....30%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....30%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....60&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $20.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Tainters Positive....$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Bureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%
SIDEWALK—
Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—
DOOR—

Phillips: ℔ doz.
⅝ in., Style E, Fancy Screen Doors.....$10.50
⅝-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Wood's Screw Drivers.....35&10&5%
Chapin Calipers.....30%

Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..℔ doz. $6.00 net
Electric Spiral No. 02..℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 8...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 23, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....20%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz.

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush.....
} 30%

Scythe Rifles.

3-Coat.....$10.00 ℔ gro.
4- " .....$12.00 " " } 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "
} 40%

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@80%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x13.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $16.50@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40&2%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50& 10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 81c
" No. 60 " " " 81c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....30&10%@30&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&30%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....60&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

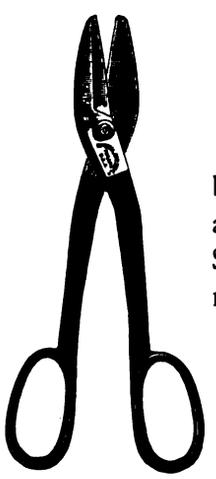
Tack Pullers

Columbia, No. 1, ℔ doz., net.....$5.00
Columbia, No. 2, ℔ doz., net.....1.00
Little Jack.....℔ doz.....1 00

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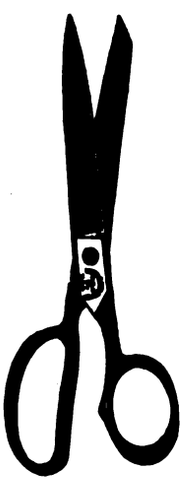
National Celebrated Shears and Snips

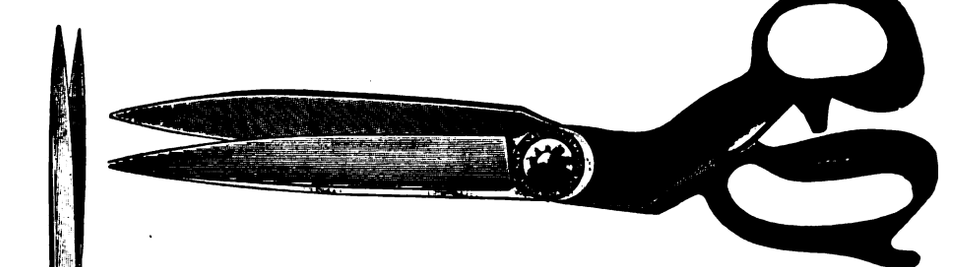
They Take The Palm



So superior is their quality, so perfectly welded by our special process, are all our Tailors' Shears and Trimmers' Scissors, Tinners' Snips, Dental Shears and Snips, that for finish, perfect adjustment and cutting power they are

Incomparable







We make one quality only—the Best. Jobbers will get the best for their money by handling

National Celebrated Shears and Snips

—WE SELL TO JOBBERS ONLY—

National Cutlery Co.,

3d St. and Lehigh Ave., Philadelphia, Pa., U. S. A.

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@10&10%
Steel.....20&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" As- Skin....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50.10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $5.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1. Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....3.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.26
No. 4 Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Ova Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....80 & 5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&5%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phoenix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....60%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....80%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.80

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....60%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&50&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 42c
Linseed, City, Boiled, in barrels, ℔ gal. 44c
Out of Town on Spot.....℔ gal. 41c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....51@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8½@9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¾

Spirits Turpentine—

In regular bbls.....56@56½c
In machine bbls.....56½@57c

Dry Colors—

	℔ lb.
Blue, Chinese	30 @35 c
Blue, Prussian	28 @30 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 7½c
Umber, Turkey, burnt	3½@ 8½c
Umber, Turkey, raw	3½@ 8½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	3 @ 4½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	12 @15
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	28 @30 c
Blue, Ultramarine	14 @18 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	11 @13 c
Umber, raw	10 @13 c
Brown, Vandyke	10 @13c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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FREE to Dealers: "Bristol" Calendar for 1905

ON CONDITION

that the coupon below is properly filled out and mailed to us **attached to your business letterhead.**

This beautiful outing scene is lithographed in ten colors and will be admired by all who see it in your office or home.

Send in your name at once and we will place you on our list; the calendar will be mailed about December fifteenth.

The Horton Manufacturing Co.,

Bristol, Conn., U. S. A.

Do you sell Fishing Tackle ?.....

Do you handle the "BRISTOL" STEEL FISHING RODS ?.....

Name, ...

.....

Address, ...

.....

(Cut this out, attach to your letterhead and mail to **THE HORTON MFG. CO., Bristol, Conn.**)



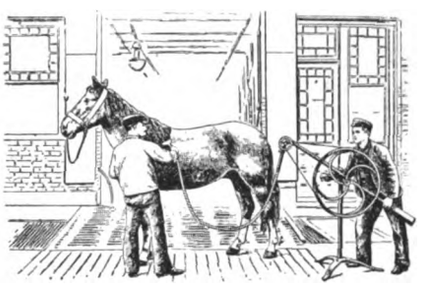
"Horse Sense" Demands

that "the best is none too good" when it comes to the buying and selling of a Horse Clipping Machine. **The Best**—on the market for thirty years—in use by all professional horse clippers in the U. S. and abroad—a hand power machine which really runs itself, is our Model BB Hand Power Machine.

It has been called

The King of Clippers

* * *



Our Guarantee

We warrant every machine we manufacture for *Five Years* from the date of its purchase.

This guarantee does not include the Cutters which are tempered very hard to ensure best cutting.

* * *

Captures Customers

It's a little higher in price than the rest of our line (fully described in our catalogue) but it lasts a life-time—so satisfactory in every respect. You ought to handle it.

Write us. Mention Hardware.

The Gillette Clipping Machine Company,

110, 112, 114 West 32d Street, New York, U. S. A.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Ad. School of Instruction.
Charles Austin Bates, New York.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Alcohol Gas Stoves.
Glogau & Co., Chicago, Ill.

Aluminum Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co,, Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease.
Fraser Lubricator Co., New York, N. Y.

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg. & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co , Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City. N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Russell Jennings Mfg Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co , Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poukeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co.. Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger. New York.

Bottle Stopper and Opener.
Taplin Mfg. Co., New Britain, Conn.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
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Box Straps.
Cary Mfg Co.. New York
Standard Metal Strap Co., New York.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co , Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bonds.
The Metal Stamping Co. Niagara Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

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Brass Goods Mfg. Co., Brooklyn, N.Y.
Champion Safety Lock Co , Geneva, O.
John H. Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

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John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N.Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
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Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
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Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
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L. S. Starrett Co., Athol, Mass.
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Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cars, "Irish Mail"
Standard Mfg. Co., Anderson, Ind.

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Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

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Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y
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Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

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Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

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Chisels, Cold.
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L. & I. J. White Co., Buffalo, N. Y.

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One Minute Churn Co., New York, N. Y.

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Batavia Clamp Co., Batavia. N. Y.
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Smith & Egge Mfg. Co., Bridgeport, Conn.
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Franklin Specialty Co,, Reading, Pa.

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American Steel Roofing Co., Middletown, Ohio.

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L. & I. J. White Co.. Buffalo, N. Y.

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Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

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Joseph Dixon Crucible Co., Jersey City, N. J.

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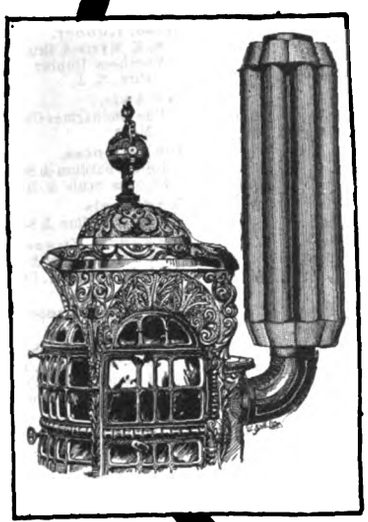
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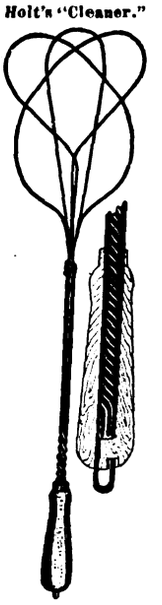
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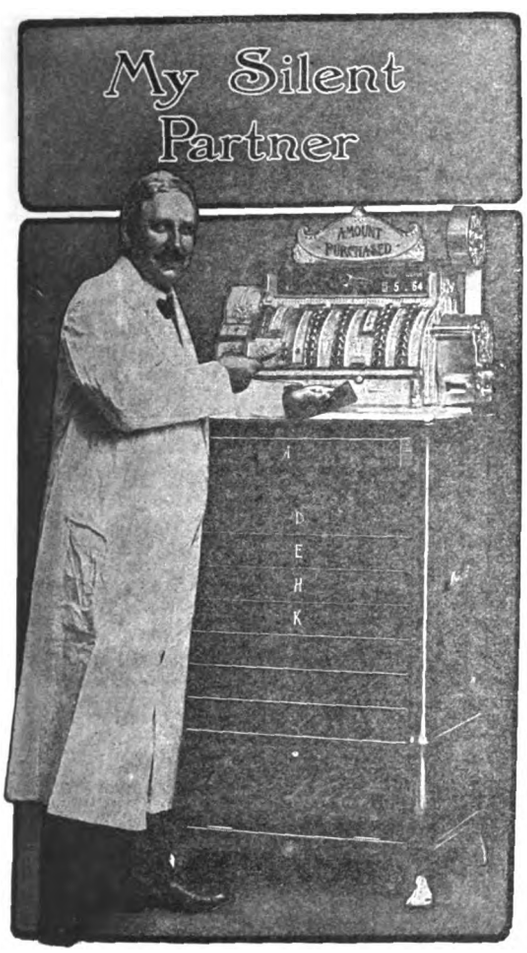
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Knife Sharpeners
Pike Mfg. Co., Pike Station, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Udell Works, Indianapolis, Ind.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
C. T. Ham Mfg. Co, Rochester, N.Y.
Hurwood Mfg Co., Bridgeport, Conn.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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The Best Partner a Storekeeper Can Have is a NATIONAL CASH REGISTER

THIS illustration shows the modern Multiple-Drawer Cash Register. It is equipped with as many cash-drawers up to nine as there are clerks in the store. The machine is arranged so that each clerk operates his own cash-drawer. Each drawer has a different-toned bell, which protects the clerk against anyone else using it.

The machine makes a printed record of each sale, showing who made it and what it was.



A Multiple-Drawer National Cash Register means less work, less worry, less bother, and more money to the storekeeper.

It protects his profits, guards his cash, measures his sales, gives a check on the ability of each clerk, and stops losses through carelessness, dishonesty or inefficiency.

It assists the clerks, encourages them, makes better business men of them, for it enforces habits of carefulness and industry.

It pays for itself in a year and then earns money for you.

National Cash Register Co., Dayton, O.

OFFICES IN ALL PRINCIPAL CITIES

CUT OFF HERE AND MAIL TO US TODAY

National Cash Register Company, Dayton, Ohio

I own a_____store. Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy.

HARDWARE

Name _____

Address _____

No. Clerks_____

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.
Letter Duplicator.
Felix Daus Duplicator Co., New York.
Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
Levels, Adjustable Sheet Steel.
Rollis Hardware Co. New York, N.Y.
Lighting System (F.-P.)
Incandescent Light & Stove Co., Cincinnati, Ohio.
Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O
Liquid Fillers.
E. E. Nice, Philadelphia, Pa.
Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.
Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.
Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.
Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.
Magnet Hammers.
Arthur R. Robertson, Boston, Mass.
Magnolia Metal.
Magnolia Metal Co., New York.
Mail Boxes.
C. G. Folsom South Bend Ind.
Vermont State Co., Zanesville, Ohio.
Kelly Foundry & Machine Co., Goshen, Ind
Smith Bros. Mfg. Co., Indianapolis, Ind.
Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.
Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.
Manure Hooks.
Geneva Tool Co., Geneva, O.
Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.
Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.
Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Specialty Mfg. Co. Indianapolis, Ind.
Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Medicine Cabinets.
Udell Works, Indianapolis, Ind.
Mica.
Eugene Munsell & Co., New York.
Mica Canopies.
Eugene Munsell & Co., New York.
Mills, Coffee and Spice.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y
Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.
Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland. O.
Sargent & Co., New York.
Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.
Mortar Hoes.
Geneva Tool Co., Geneva, O.
Moulders' Tools.
William Dobson, Canastota, N. Y.
Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.
Nails.
Fuller Bros. & Co., New York.

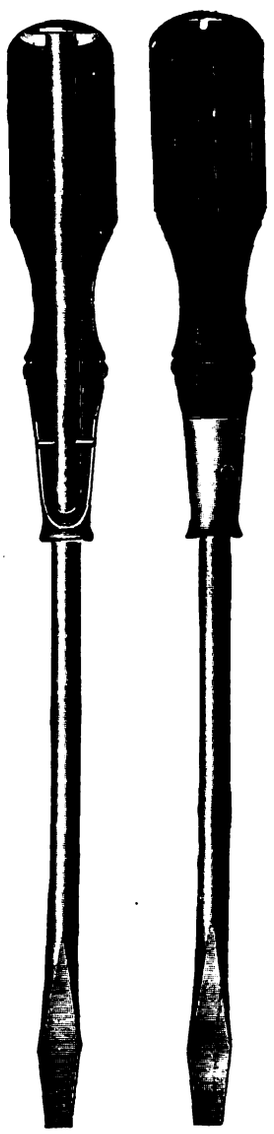
Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Needles.
Alfred Field & Co., New York.
Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.
Numbering Machines.
Cushman & Denison, New York.
Nuts.
Columbus Bolt Works Columbus, O.
Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.
Oil Cans (Safety)
Vermont State Co., Zanesville, Ohio.
Oil Heaters.
Novelty Mfg. Co., Jackson, Mich.
Oil Stones.
Pike Mfg. Co., Pike Station, N. H.
Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.
Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport Conn.
Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
Geo. W. Pitkin Co., Chicago, Ill.
Paper Clips.
Cushman & Denison, New York
Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.
Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Perforated Metals.
Edwin B. Stimpson & Son New York.
Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.
Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.
Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.
Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Pipe Vises.
Armstrong Mfg. Co., Bridgepost, Conn.
Walworth Manufacturing Co., Boston, Mass.
Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.
Pistols.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Planters' Hoes.
Geneva Tool Co., Geneva, O.
Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.
Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.
Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.
Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.
Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.
Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind. and New York.
Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.
Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.
Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Power Pumps.
The Deming Co., Salem, Ohio.
Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.
Pumps.
F. E. Myers & Bro., Ashland, Ohio.
Punches.
The H H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.
Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Push Plates.
Champion Safety Lock Co., Geneva, O.
Radiators.
Rochester Radiator Co., Rochester, N. Y.
Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Railroad Brasses.
Magnolia Metal Co., New York.
Railways.
Seaboard Air Line Railway, Portsmouth, Va., J. W. White, Gen. Industrial Agt.
Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.
Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.
Ranges (Steel)
C. G Folsom Mfg. Co., South Bend, Ind.
Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.
Razor Grindstones.
Pike Mfg. Co., Pike Station, N. H.
Razors, Safety.
Kampfe Brothers. New York.
Gem Cutlery Co. New York.
Reamers.
C. E Jennings & Co., New York.
Reels, Wood.
John Sommer's Son, Newark N. J.
Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Registers, Warm Air.
Berger Bros. Co., Philadelphia
Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.
Hopkins & Allen Arms Co., Norwich, Conn.
Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.
Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.
Riveting Machines.
F. B. Shuster Co., New Haven, Conn.
Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.
Roof Bolts.
Columbus Bolt Works, Columbus, O.
Roof Rods.
Columbus Bolt Works, Columbus, O.
Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.
Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.
Rope Reels.
Udell Works, Indianapolis, Ind.
Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.
Rubber-head Tips.
The Elastic Tip Co., Boston, Mass.
Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.
Rules, Steel.
Keuffel & Esser, New York, N. Y.
Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.
Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.
Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn
Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.
Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.
Sash Pulleys.
Sargent & Co., New York.
Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.
Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Saws, Butchers'.
John Chatillon & Sons, New York.
Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.
Saw Sets.
Alfred Field & Co., New York.
Saw Tools.
C. E. Jennings & Co., New York.
Scales.
American Cutlery Co., Chicago, Ill.
Hanson Brothers, Chicago, Ills.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.
Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse N. Y.
Screen Doors.
A. J. Phillips Co., Fenton, Mich.
Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.
Screws.
Robert Murray, New York.
Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,
Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York
The Ducharmes Co., Shelburne Falls Mass.
Hurwood Mfg. Co, Bridgeport, Conn.
Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.
Screw Tips.
The Elastic Tip Co., Boston, Mass.
Scythes and Grass Hooks.
Alfred Field & Co., New York.
Scythe Rifles.
Pike Mfg Co., Pike Station, N. H.
Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O
Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike Station, N. H.
Seed Sowers.
Goodell Co., Antrim, N. H

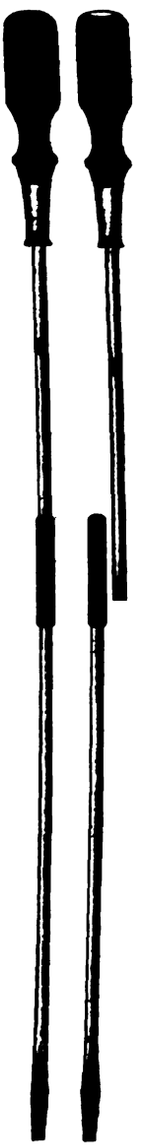
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HURWOOD TOOLS.



Dealers and users of small tools everywhere recognize Hurwood Tools as leaders, in particular

HURWOOD Screw Drivers.



They have made a hit with Hardwaremen who have sold them to their customers—their customers, in turn, found them as represented: "A tough proposition" for the roughest usage—it's all in the quality of steel used and in the making.

Our Extension Screw Driver

does double duty; it's two screw drivers in one.

It is really the best for piano and organ manufacturers and electricians.

They are unapproachable in quality and durability.

Better get a copy of our catalogue. It will open your eyes to other profitable sellers.

Hurwood Manufacturing Co.
Bridgeport, Conn., U. S. A.

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Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Separators (Cream)
Smith Bros. Mfg. Co., Indianapolis, Ind.

Settees, Iron.
Stewart Iron Works Co., Cincinnati, Ohio.

Sewing Machines.
National Sewing Machine o. Belvidere, Ill.
New Home Sewing Machine Co. Orange, Mass., and New York City

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike Station, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Beanington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St, Louis, Mo.

Shoe Polishes.
C. L. Hantnaway & Sons, Inc., Boston, Mass.

Shoe Repair Tools.
John C. Kupferle, St. Louis, Mo.

Shot Guns.
Hopkins & Allen Arms Co. Norwich Conn.
J. Stevens Arms & Tool Co., Chicopee Falls. Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skates. (Roller)
M. C. Henley Richmond Ind.

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike Station, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike Station, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spray Pumps.
The Deming Co., Salem, Ohio.

Springs, Wire.
John Chatillon & Sons, New York.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co, Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira. N. Y.
Johnll. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Step Ladders.
Udell Works, Indianapolis, Ind.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone working Tools.
W. H. Anderson & Sons, Inc Detroit, Mich.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stoves, Alcohol.
Glogau & Co., Chicago, Ill.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.

Stove Trimmings.
Pfanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B. Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia. Pa.
Sargent & Co., New York.

Table Cutlery.
See Cutlery, Table.

Tack Pullers.
John H Graham & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tags, Shipping.
American M'f'g Co., Jackson, Mich.

Tailors' Shears.
R. Heinisch's Sons Co. Newark, N. J.

Tanks (Steel)
Kelly Foundry & Machine Co., Goshen, Ind.

Ten Cent Specialties.
Ooser Mfg. Co., Jersey City, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
American Tool Chest Co. New York, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston. Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Ideal Mfg. Co., New Haven, Conn.

Torches (Vermont)
Vermont Slate Co., Zanesville, Ohio.

Towel Rolls.
Udell Works, Indianapolis, Ind,

Toys, Iron.
Arcade Mfg., Co. Freeport, Ills.

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. M. Mast Mfg. Co., Lititz, Pa.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tube Expanders.
Ajax Mfg. Co., Pittsburg, Pa.

Tubes, Seamless Drawn.
American Tube & Stamping Co., Bridgeport, Conn.

Tubing.
American Tube and Stamping Co. Bridgeport, Conn.

Tubular Lanterns.
C. T. Ham Mfg. Co., Rochester, N. Y.

Turnbuckles.
Columbus Bolt Works, Columbus, O.

Tuyere Irons.
John C. Kupferle, St. Louis, Mo.

Twist Drills.
C. E. Jennings & Co., New York.

Typewriters.
Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

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Stewart Iron Works Co., Cincinnati, Ohio.

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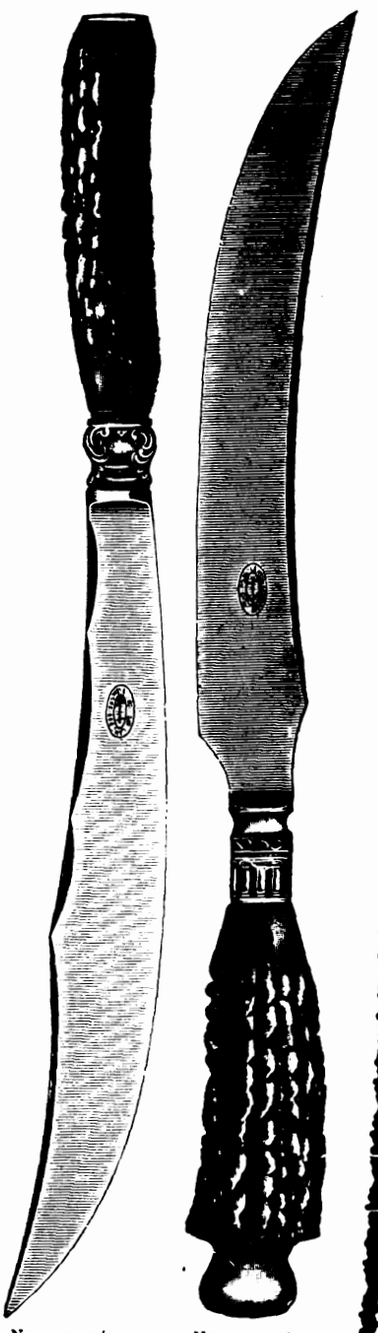
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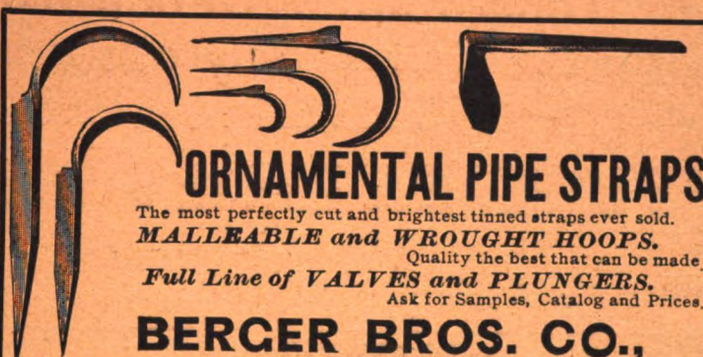
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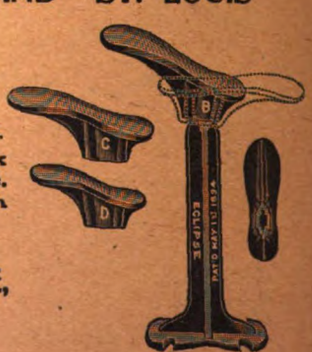
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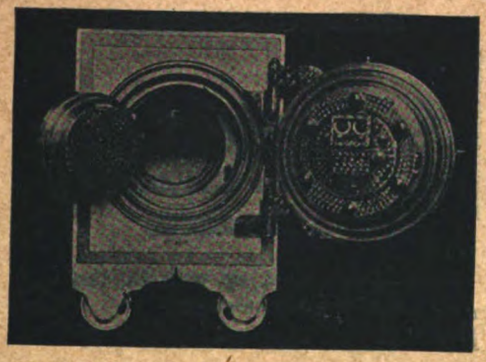
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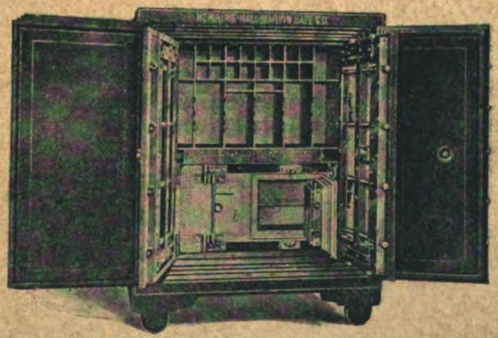
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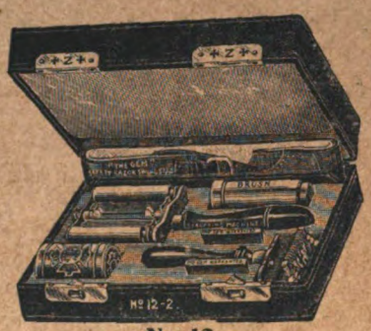
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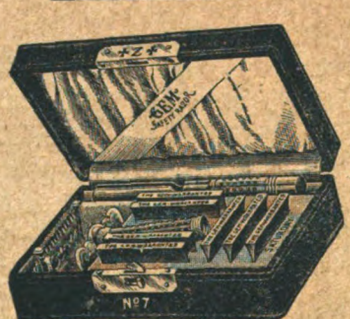
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No. 501 weighs 7 lbs., will lift 3000 lbs., and adjust in height from 11 to 17 inches.
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OSGOOD
U. S. STANDARD
SCALES
Ask Leading Jobbers
If they wont sell you, we will, at Binghamton, N. Y.

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RIFLES, PISTOLS, SHOTGUNS
SELL THEMSELVES and STAY SOLD.
MERIT and the TREMENDOUS ADVERTISING IMPETUS behind them are the primary reasons for this.

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Be sure to specify STEVENS.

Send for 140 page catalog:
A book of Ready Reference for Retailers.

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255 MAIN STREET,
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JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.
I make all kinds of second quality files and rasps a specialty
CHAS. WEILAND,
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TOOL CHESTS
MOST COMPLETE LINE
SEND FOR OUR LATE TOOL CHEST CATALOGUE
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The World Renowned MAGNOLIA METAL.
ONE GRADE, ONE QUALITY ONLY.



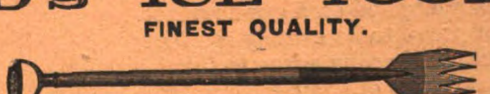
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CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
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For VALVES, BRASS and IRON GOODS, PIPE FITTINGS, Etc.
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STEEL WIRE NAILS.

Iron and Steel

CUT NAILS.

Plain and Galvanized Wire.

BARB WIRE.

Wire Straightened and Cut to Length

The **No. 32 Combination**



No. 32 Torch, $3.00 net.

is the repair man's delight, being without question *the best quart torch having soldering iron holder, on the American market.* "*Your money back if it does not please.*" It is not affected by extreme cold or wind. The first cold snap brings profitable business to those who are ready to care for it. **Order a No 32 to-day.**

Jobbers sell at factory price or we will send by paid express upon receipt of $3.50.

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Tackle Blocks.

Roller Bushed, Steel Case, Galvanized.

Twenty-four sizes in stock. Others to order.

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MANUFACTURERS OF

WE USE THE BEST STEEL
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BEST ON EARTH

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We guarantee Pitkin's Barn Paint to wear well at least

FIVE YEARS

When properly applied on a good surface. If it does not prove to be exactly as represented by us, we hereby agree to furnish paint to repaint free of charge.

On a 50-gal. Assortment

Consisting of { 20 1-gal. Cans and 6 5-gal. Cans.

we will make you a special discount and allow freight.

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Consisting of { 20 1-gal. Cans and 16 5-gal. Cans.

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We make a straight price for these assortments. You do not have to buy more than these amounts n order to get the price.

If you are interested in getting the best BARN PAINT on the market, and the best advertised, at an extremely low price, write to us for our proposition.



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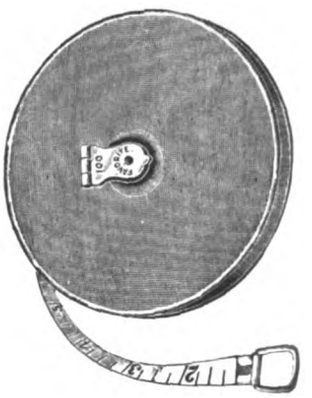
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BRANCHES: { Chicago, 111 Madison Str. | St. Louis, 708 Locust Str. | San Francisco. 303 Montgomery Str.



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We beg to announce that our line of Measuring Tapes has been made complete by the addition or

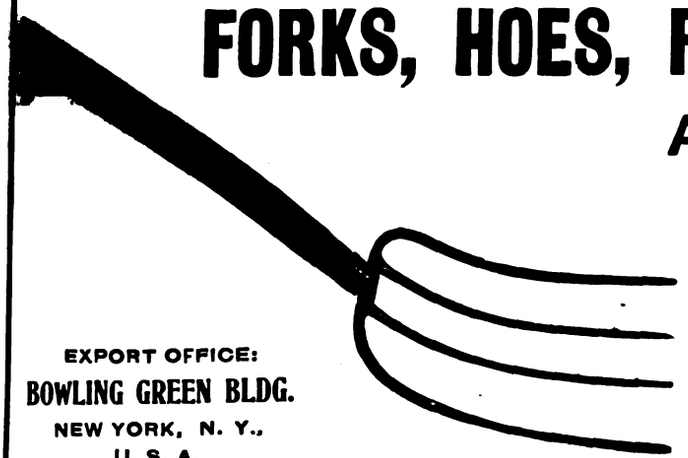
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Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

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ALL KINDS



We are the Largest Manufacturers of these Goods in the World.

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LEHMAN CARRIAGE HEATERS and Coal contain Best Material and Workmanship.

They are wanted by Horsemen, Farmers, Physicians and all who have use for a Vehicle Heater.

250,000 LEHMAN HEATERS are in use.

They burn LEHMAN Coal (which gives no smoke or smell) at a cost of **1-2 cent** per hour, and it is guaranteed to be the BEST fuel made. **The Lehman Heater and Coal is the old reliable, having been on the market TWENTY YEARS.**

Beware of imitations. Our new booklet contains special news of importance to Dealers.

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Mention HARDWARE when writing.



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on a Butcher Knife, means that the knife is made of the finest **DOUBLE SHEAR STEEL** by skilled workmen, and is giving satisfaction to a large number of expert butchers.

SEE OUR "AD" IN THE BUTCHERS ADVOCATE.

These goods will please your most critical trade.

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does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



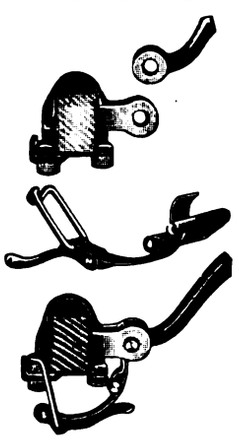
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IMPROVED
FERNALD
QUICK SHIFT.



NEW BAIL GUARD



Patented June 13, 1899.
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See the

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In your next order specify for New Bail Guard and New Bail and Lever.

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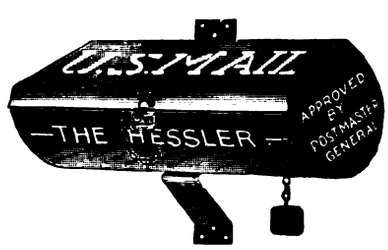
is more largely used by the Carriage Manufacturer and sold by the Jobber than any one on the market.

We are also sole manufacturers of the

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NORTH EAST, PA.

Rural Mail Boxes



THE HESSLER

BEST KNOWN. BEST MADE.

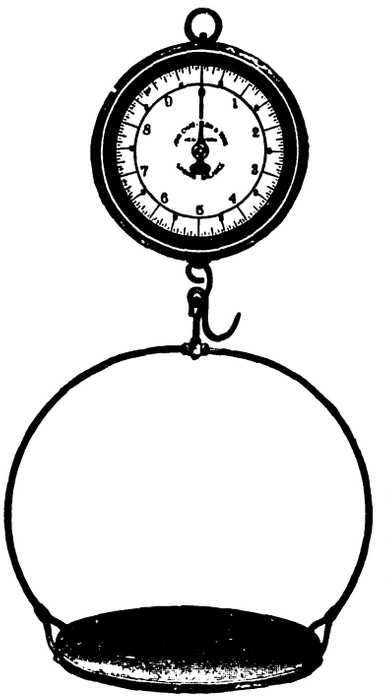
Most durable as well as the cheapest fully approved Rural Mail Box on the market. Do not be deceived by manufacturers who claim to have a Box similar in appearance to the "Hessler." Just compare the Boxes and convince yourself. The Hessler Box is storm and dust proof, has the only signal that will not get out of order. It costs you no more than the cheaper made boxes. Write for full description and prices.

HESSLER MAIL BOX CO.,
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OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

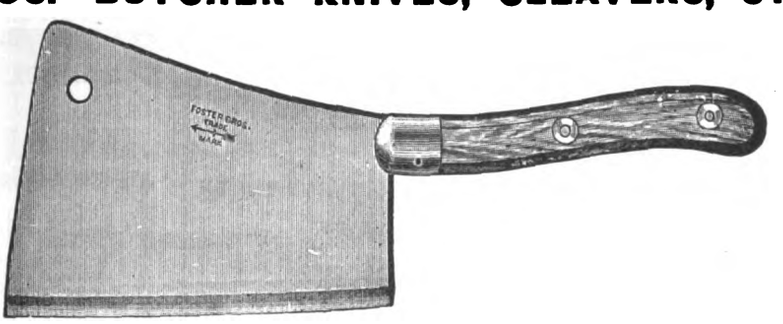


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

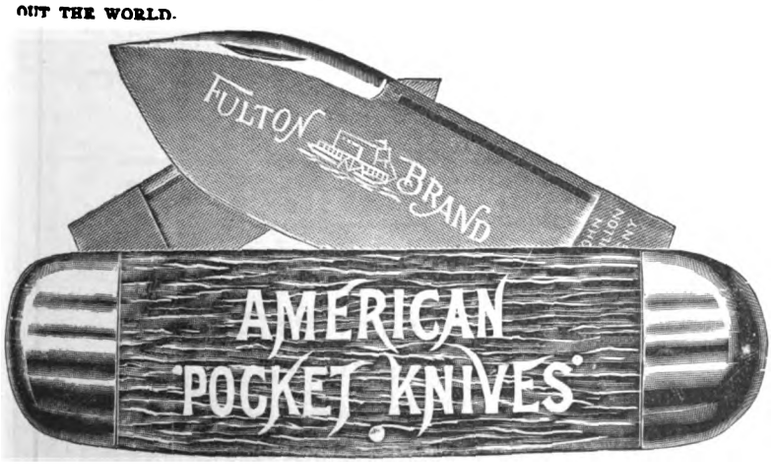


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



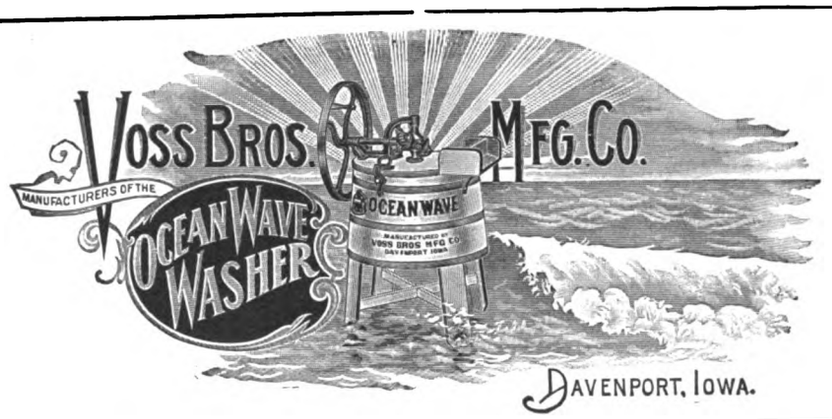
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85 to 93 CLIFF STREET and 12 JACOB STREET.

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SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

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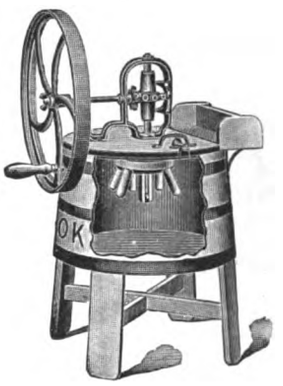
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Once sold it "Never" comes back

Distribution Points

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The O. K. Washing Machine



has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

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EXPECTATIONS REALIZED

WE ARE NOW THE LARGEST

MANUFACTURERS

IN THE WORLD

Of any one style of Rotary Washer

What is the reason? Ask us

WHITE LILY WASHER CO.

TOLEDO, OHIO. DAVENPORT, IOWA.

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

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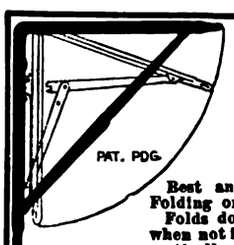
NEWARK, N, J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

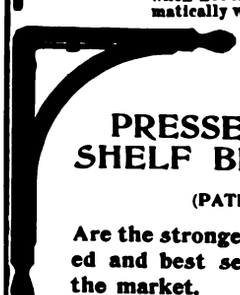
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Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



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Are the strongest, best finished and best selling goods on the market. :: :: ::



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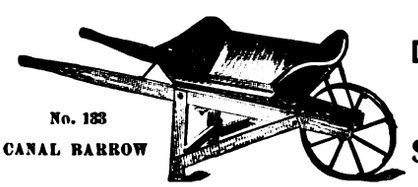
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DRAG and WHEEL SCRAPERS, HAND CARTS, STORE and WAREHOUSE TRUCKS.

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Syracuse Chilled Plow Co.,

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The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. **"The Housekeeper's Friend."** Postal brings retailers Display Card free. Ask your jobber for the **"Excelsior"** or write

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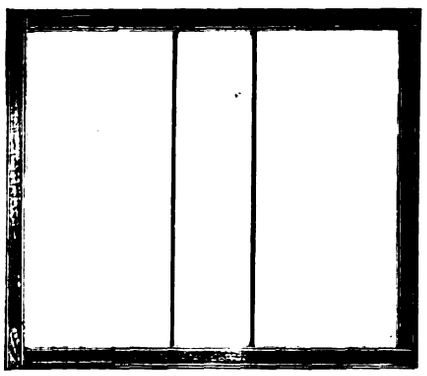
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Sole Manufacturer GALIEN, MICH.

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WINDOW SCREEN

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The Wire Cloth is *inserted* in the wood work. There are no slots, grooves, saw cuts or adjusting devices in the faces of the frames—just the plain beaded surfaces.

It is certainly the *Best Looking Screen* yet. The adjustment is sure and easy and is obtained by means of sliding Wooden Caps partly concealed in the top and bottom rails.

Frames are of selected Beechwood, smoothly machined and oiled.

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The A. J. Phillips Company, Fenton, Mich.

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The Blackstone Rotary Washer

It's very name is a mark of merit and a guarantee of its superior workmanship and working qualities.

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It is a genuine washday worry killer.

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No woman ever invested in a Blackstone Rotary without immediately finding out that it adds to her purse, subtracts from her worries and compounds her interests in life.



The Blackstone Rotary Washer is a washday favorite.

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For these very reasons it has been, and always will be, a good seller.

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You miss an opportunity by not handling it and displaying it in your store.

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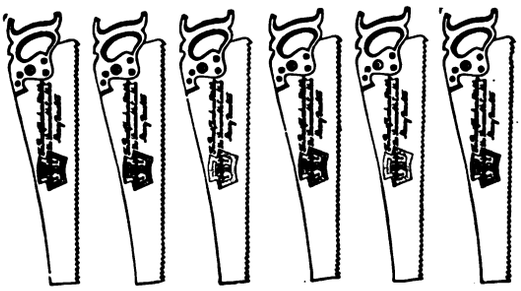
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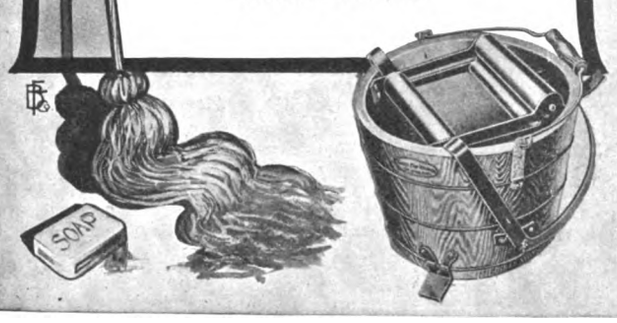
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are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

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Voorhees Rubber Mfg. Co.
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Superior Qualities of
Rubber Hose, Belting and Packing
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We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

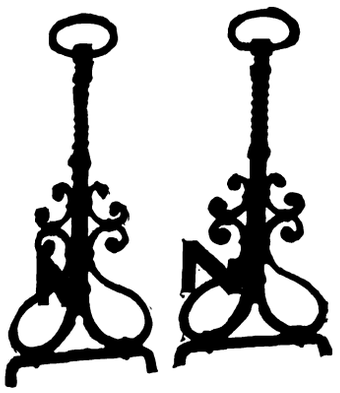
Send for samples for season of 1905.

Catalogue and prices on application.

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UP-TO-DATE BARROWS
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Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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and Fire Place Equipment, the Blacklock Catalogue illustrates and describes one of the most extensive and complete lines of Sad Irons, Sugar Kettles, Stove and Country Hollow Ware, etc.

Every Hardware dealer should have the Blacklock Catalogue and prices.

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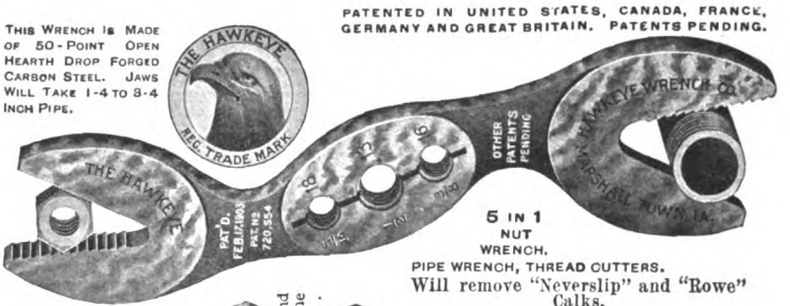
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STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
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THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.

PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



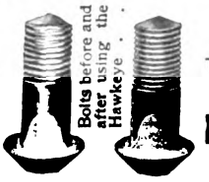
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PIPE WRENCH, THREAD CUTTERS.
Will remove "Neverslip" and "Rowe" Calks.
The Best Wrench Made.

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No. 400 same as No. 200 only full Nickel Plated



HAWKEYE WRENCH CO.
MARSHALLTOWN, IOWA

The New Putnam Horse Nail

ORDERS TALK

Repeated orders which we are constantly receiving for

The New Putnam Horse Nail

are better than a barrel of talk and tell a better story of their excellence.

Perfect? It is impossible to crimp or break them; they will not sliver nor cut off; they will hold in the clinch and make work easier.

We have a Special Offer to Hardware dealers; ask us about it.

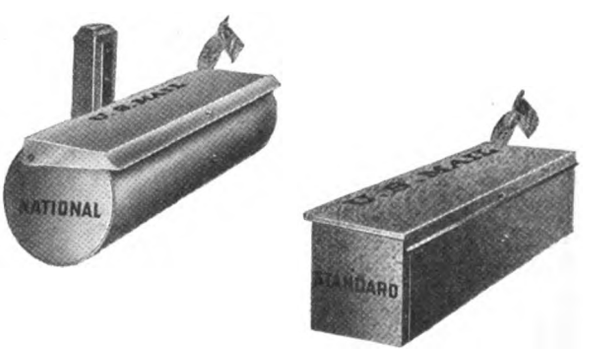
Putnam Nail Co.

Neponset, Boston, Mass., U. S. A.

The SMITH R. F. D. MAIL BOXES

APPROVED BY THE POSTMASTER-GENERAL

Superior in workmanship and material, giving complete satisfaction to dealer and customer.



Equipped with Smith's Improved Flag Signal, which is raised by the cover and is lowered on removal of the mail. On either side of the signal is a beautiful flag, in colors. The most perfect signal ever devised.

Also equipped with an Automatic Spring Hasp which holds the cover firm so that no wind storm can blow it open. Handsome in appearance, substantial, and operates perfectly. Water-tight and weather-proof. Made of extra heavy galvanized sheet steel. Size 7x18 inches.

We also manufacture other style mail boxes.

Write us now for complete information and prices.

SMITH BROS. MFG. CO.

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Indianapolis, Ind.

246 E. Kenzie St.
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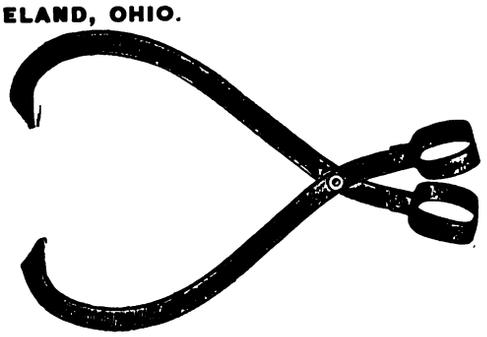
Carpenters' Drawing Knives. Screw Drivers.

Write for Catalogue:
C. J. KIMBALL CO.,
Bennington, N. H.

Shoe, Butcher and Kitchen Cutlery

THE FANNER MFG. CO.,
CLEVELAND, OHIO.

FAMILY
ICE TONGS
EITHER
Tinned or Japanned



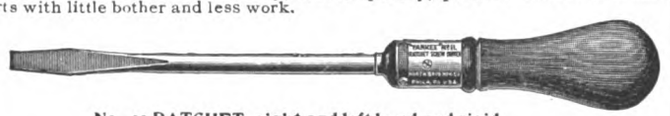
Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



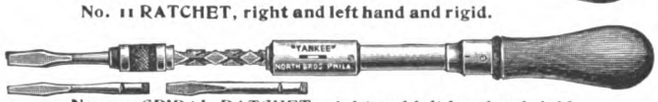
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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " (heavy pattern.)



No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

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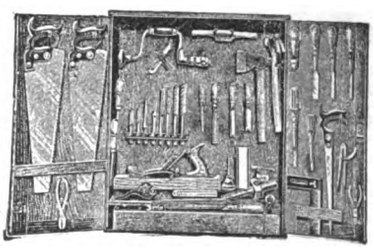
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A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



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Machinists' and Pipe Fitters' Empty Tool Chests.
Agents for Steel Tool Chests.
Send for latest catalogue.

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ADAM'S STEEL & WIRE WORKS,
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.
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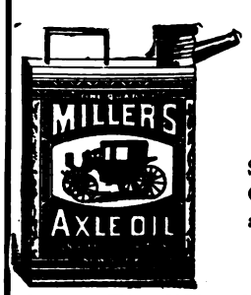


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FRANK MILLER'S
CARRIAGE TOP DRESSING
Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S
AXLE OIL.
Superior to Castor Oil; lasts longer, and will not gum.
Manufactured by

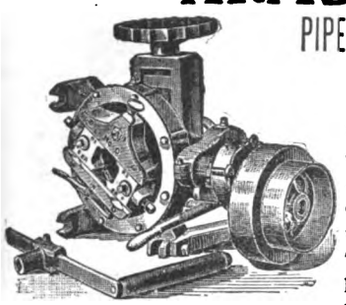
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PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.



No. 0. Threading Machine, Power

This machine has many points of superiority. It is light strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

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Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

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ALFRED FIELD & CO., 93 Chambers St., New York



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

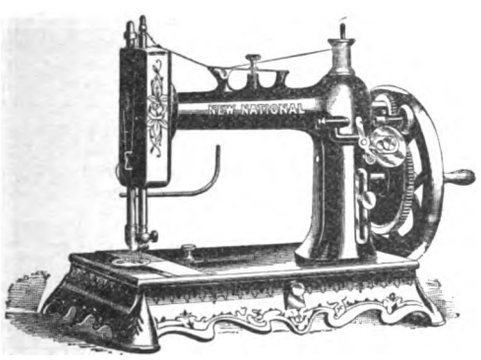
¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

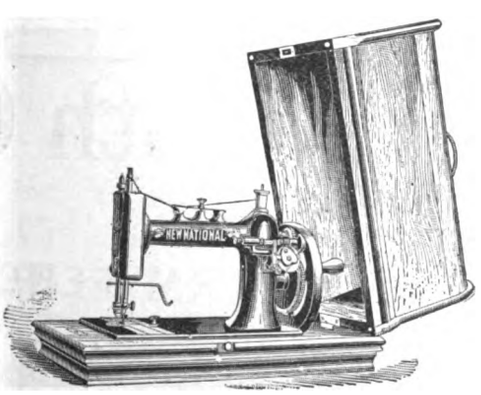
¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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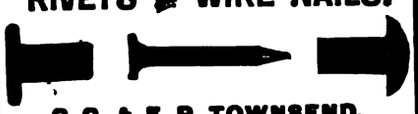
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has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for customers who require an extra high grade tool. Neatly packed in boxes.
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All Steel, Formed Cold, Loops of Drawn Steel Wire.
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As low in price as any other good snap. Free Sample and quotations to jobbers only.
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You take no risk on the quality.
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HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

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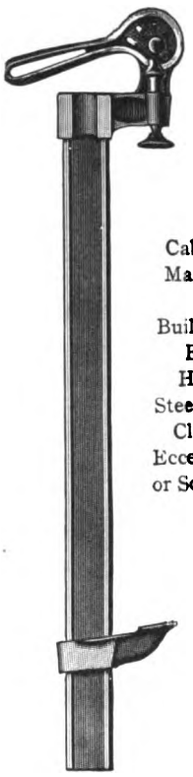
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THE ROEBLING STANDARD WIRE BATHING,
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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The BEST Dressing ever produced for new or old harnesses.

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Contains no acid, alcohol, or anything injurious to the harness.

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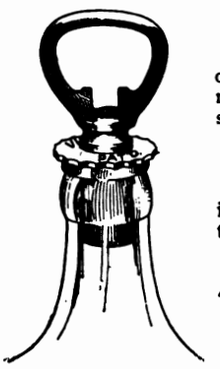
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The Victor Bottle Stopper and Opener



opens most any capped bottle or makes it absolutely air-tight. Most simple and durable.

A Quick Seller

So great has been the demand for it that at times we have not been able to supply it.

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BLACK SATIN STOVE POLISH

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Few people carry a heated soap-stone on their drive, for that becomes a young iceberg or a miniature refrigerating plant in a few hours.

Everybody who drives wants a

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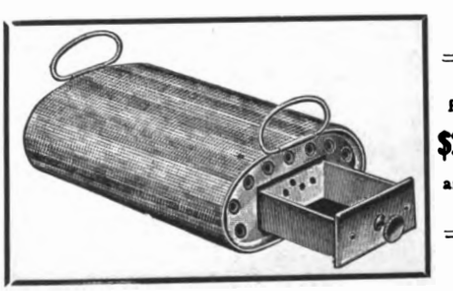
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which keeps an even temperature and insures perfect comfort for the longest drive.

Warm and comfortable for sixteen hours at a cost of only 2 cents.

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Prices **$2.25** and up.

Refuse substitutes. Insist upon having **Clark Heaters** and **Coal. THEY ARE THE BEST** and are for sale by leading jobbers everywhere. Booklet for the asking.

Send us a postal card and let us tell you all about them.

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ROOFING TIN

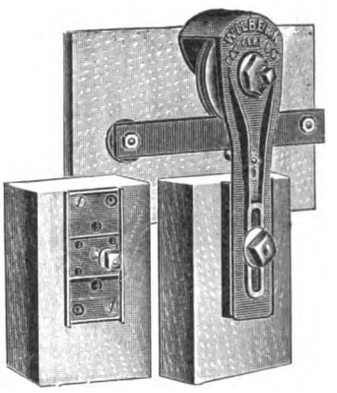
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Write us for a sample piece and let us tell you about the thick coating, the pliable surface, the absence of pinholes, the easy working qualities and the wonderful fire protection which are combined in MF Tin. It makes interesting reading and may be of value to you—will be, if you give MF a chance to show what it can do.

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Adjustable Hangers

For Barns, Warehouses and Fire Doors

formerly Manufactured by

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Both Vertical and Lateral Adjustment.

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Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

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That's why "all Hats Come Off" when the **MYERS** come in sight and why ***The Glass Valve Takes Competition Off Its Feet.***



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

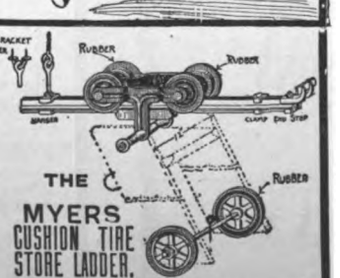
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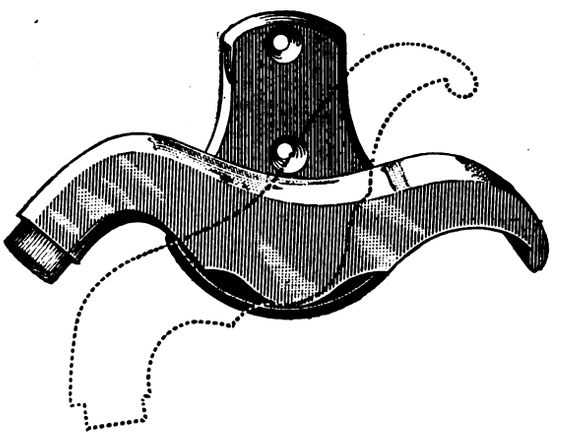
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Has other good points:
It Gives 50% greater



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Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

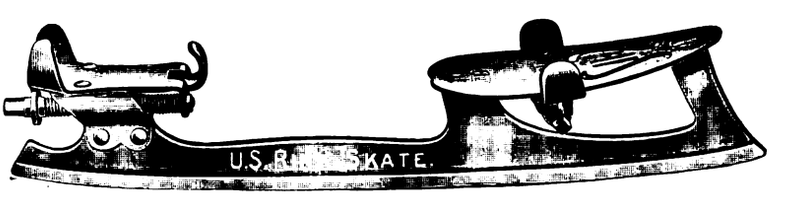
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Rochester, N. Y.

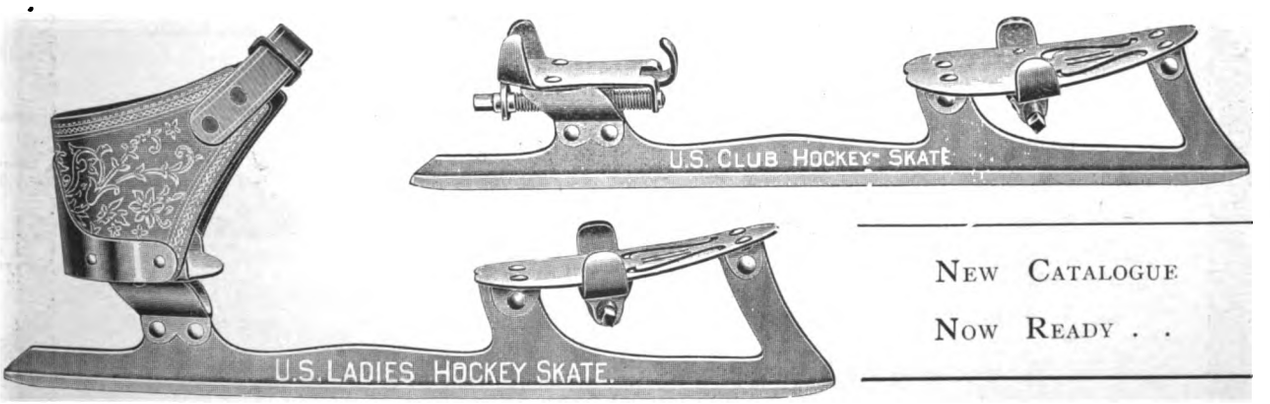
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Manufactured by

P. LOWENTRAUT MFG. CO.

Our line for the season 1904-5 has been greatly inproved, and new goods added.





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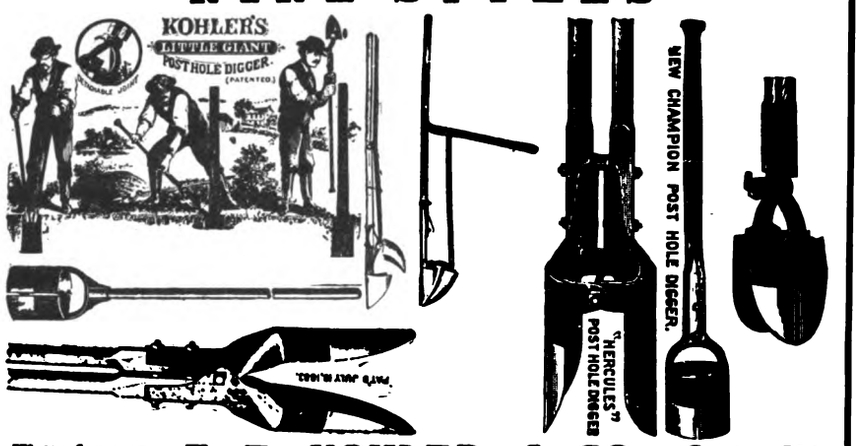
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NINE STYLES



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STURDY CHICKS

are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

Reliable Incubators

insure the eggs from chilling—give steady, even temperature—hatch greatest per cent of fertile eggs and no moisture. Let us tell you more about this incubator—ask us questions—send 10c (to pay for postage) for catalog full of necessary information.

Reliable Incubator & Brooder Co., Box 239 ,Quincy, Ill.

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y

"ENTERPRISE"
PATENTED HARDWARE SPECIALTIES

RAPID GRINDING AND PULVERIZING MILLS



No. 00, $1.25



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45 Sizes and Styles for Hand, Steam and Electric Power

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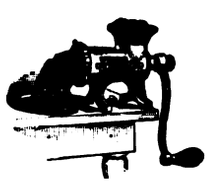
MEAT AND FOOD CHOPPERS



No. 2, $1.50



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No. 12, $2.75

50 Sizes and Styles for Hand, Steam and Electric Power

Send for Illustrated Catalogue describing many other Useful Articles **Order from your Jobber**

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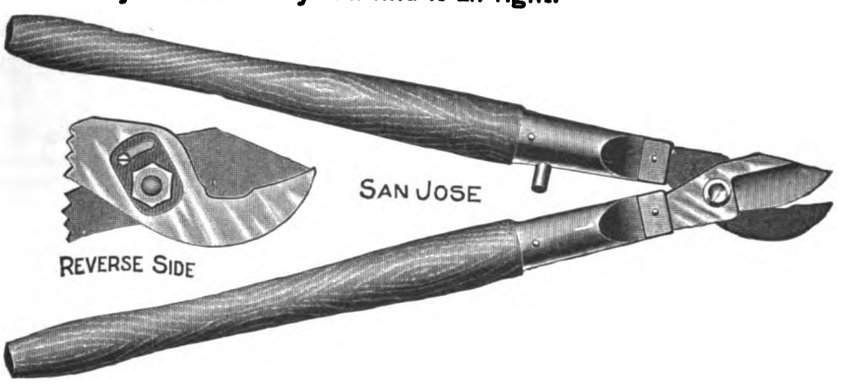
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VERY BEST PRUNING SHEARS

That they are, indeed, the very best obtainable for the price, is common talk among users everywhere.

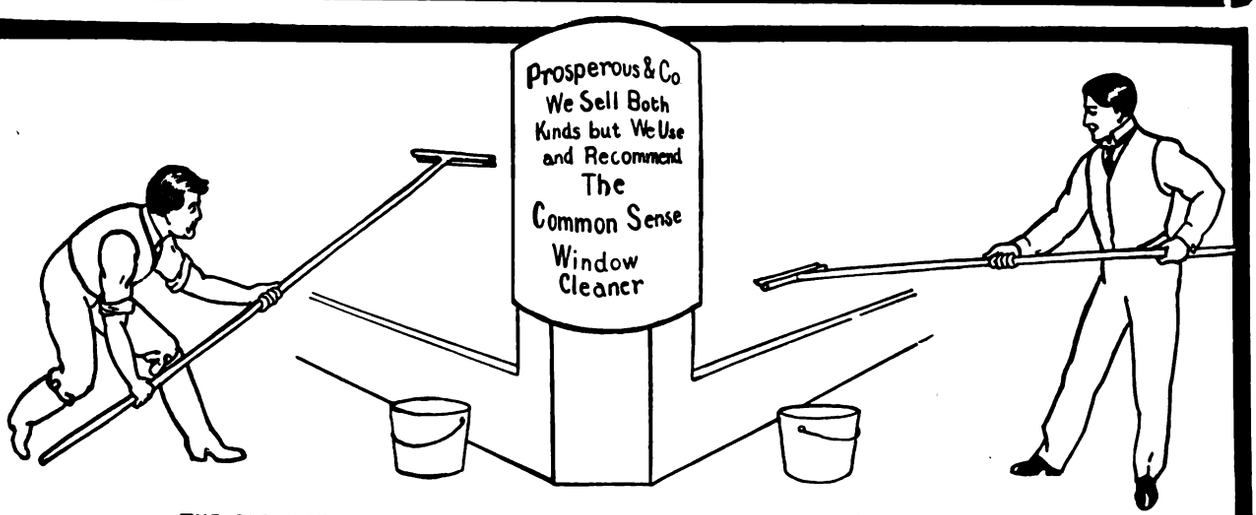
Have we others? Yes—twelve different kinds. Name any kind of a Pruning Shear and we can furnish it to you by the tick of the clock, and when you receive it you'll find it all right.



This applies to our entire line of Tools and Hardware Specialties fully described and illustrated in

Our Catalog—Have You Got It? You Cannot Afford to Be Without It.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., U. S. A.



THE OLD WAY

THE - 'COMMON SENSE" WAY

A Clean Sweep

That is what we made when we introduced the trade to

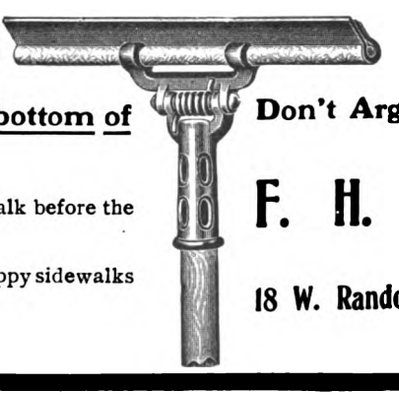
COMMON SENSE WINDOW CLEANERS

By the adjustable spring and hinge, the rubber adjusts itself to any angle allowing a

Clean sweep from top to bottom of the window

with the old style the pole hit the sidewalk before the window was half cleaned.

No more half cleaned windows—sloppy sidewalks—chapped hands and tired backs.



That spring hinge makes **the rubbers last double time.**

Don't Argue **Don't Wait**

WRITE TODAY.

F. H. SMITH MFG. CO.

AND ALL JOBBERS.

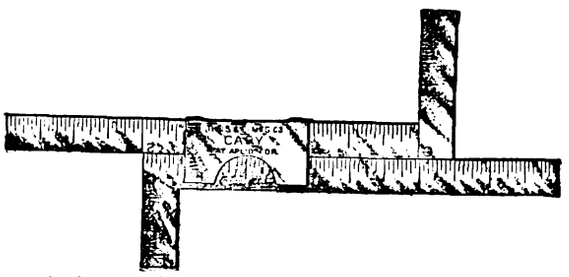
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POCKET CALIPERS

One of the most useful tools on the market. With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

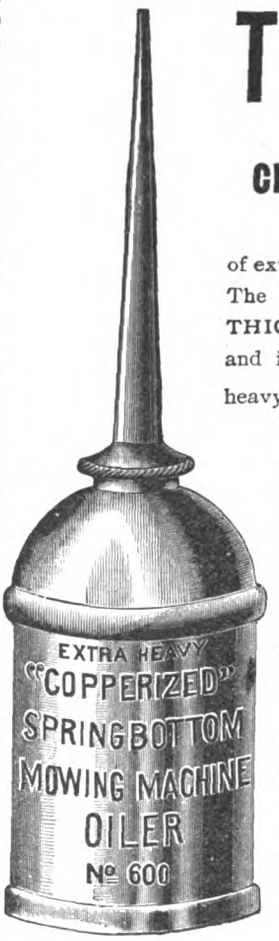
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

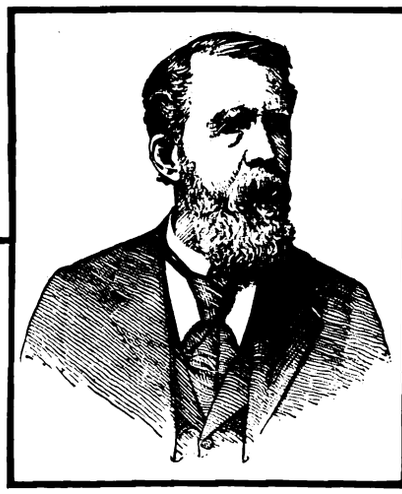
Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

***The* L. S. STARRETT CO.**

ATHOL, MASS., U. S. A.

NEW YORK 123 Liberty St. CHICAGO, 15 South Canal St.

An Unequalled RECORD

Among Edge Tools none have been so long on the market and occupied first rank for quality and general excellence as

White's Edge Tools.

They have stood the severest tests for nearly three-quarters of a century.

To-day their superiority over other makes remains unquestioned.

L. & I. J. WHITE CO., Inc.,

Buffalo, N. Y., U. S. A.

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HARDWARE

The National Sweeper Co., Marion, Ind., will make a very elaborate display of their line at the Grand Rapids Furniture Exhibition during January, on the ground floor of the new building opposite the Morton House. Their line will, also, be displayed at the Furniture Exhibition Building at Chicago, 1411 Michigan Avenue, on the first floor. We are informed that handsome booths along entirely new lines are being built for these Exhibitions, and special arrangements will be made for the entertaining of buyers. The National Sweeper Co. are making very elaborate plans for their business for the year 1905, and at their Exhibitions will show three new models of sweepers, entirely different from anything yet ever put on the market, which are being built in commemoration of the Grand Prize and two Gold Medals, taken at the St. Louis World's Fair.

*

William H. Cole, for many years identified with the firm of Tower & Lyon and later with the Tower & Lyon Co., has resigned as treasurer of the corporation, his interest being taken by one of the members of the Board of Directors.

*

It gives us pleasure to announce that the Vermont Slate Co., Zanesville, Ohio, have been awarded at the St. Louis Exposition highest honors and gold medal because of the excellency in quality and manufacture of their superior "S-G" Roofing Slate.

*

O. L. Remington, who is connected with William McLean & Co., Melbourne, Australia, has just completed quite an extended tour over the States and expects to be in New York about December 21st for a few days, after which he will return to Australia. Mr. Remington writes that he will make his headquarters at the Astor House while in New York, and will be glad to receive propositions from American manufacturers who desire to be represented in Australasia.

*

By some typographical error, the L. & I. J. White Co., of Buffalo, were mentioned in our convention report as giving to the euchre that was held at Atlantic City "ten Carpet Sweepers." This company's contribution to the list of prizes was a beautiful set of chisels in a seal covered case. This prize was won by R. F. Lund, of Canal Dover, Ohio.

*

A. R. Stansbury, Norfolk, Va., desires catalogues and particulars from manufacturers of Tug and Steamboat supplies.

*

The R. D. Cone Co., Wholesale Hardware, Winona ,Minn., has consolidated its business with the Hackett, Walther, Gates Hardware Co., of St. Paul, and the stock is being transferred from Winona to St. Paul.

*

The Sprague Umbrella Co., Norwalk, Ohio, have just completed a large addition to their factory. The new portion of the establishment will be devoted especially to the manufacture of Automobile canopies, Cape Tops, etc.

*

By some oversight, we neglected to include in our report of the Atlantic City Convention, the Cronk & Carrier Manufacturing Co.'s souvenir. They gave out an article which will be of great convenience to the office man, a combined Check Perforator and Letter Opener, nickle plated.

*

Mayer & Co., Philadelphia, Pa., manufacturers of Gold Medal files, have recently made several additions to their plant. A large storehouse has been built to better accommodate the storage of finished goods, and a number of other changes in the plant have been made. These improvements will greatly increase their production of files. Inquiries are said by Mayer & Co. to have materially increased, and there has been quite a gain in the volume of business transacted.

*

The Hamden Manufacturing Co., successor to W. A. Ives & Co., Hamden, Conn., states that not in years has its books been so full of orders as at present, its output having been sold up to March 1 next. The company has just installed an electric plant for lighting the factory, which has never before been lighted at night. Extra help is being engaged to increase the output, and the working day has been lengthened.

The Empire Manufacturing Co., Hartford, Conn., has been incorporated under Connecticut laws to manufacture toys and game boards. The company will take about 4,000 square feet of floor space for its factory. The officers are: F. S. Chester, president, and L. S. Lewis, treasurer.

BOMMER SPRING HINGES.

It gives us great pleasure to announce that Bommer Spring Hinges were awarded the Gold Medal at the St. Louis Exposition for excellence of quality. The many points of superiority passed upon to gain this mark of esteem, commend them all the more to the architects of the country, who have so thoroughly appreciated their well deserved excellence.

CATALOGUES WANTED.

Thomas Ellis, who is well known throughout the whole country as having been for the past twenty-five years or more traveling salesman for Herman Boker & Co., and later for the Iver Johnson's Arms and Cycle Works, writes us that he expects very shortly to open a wholesale and retail Hardware store at Columbia, S. C., and that he will be pleased to receive catalogues from the manufacturers of Hardware and kindred articles.

EUCHRE PRIZES.

In the list of prizes for the euchre at Atlantic City, the Euchre Committee failed to include the handsome Nickel Plated set of Asbestos Sad Irons, in a hard wood case, given by the Dover Manufacturing Co., of Canal Dover, Ohio. This set was selected as the second prize.

PACIFIC COAST RETAIL HARDWARE ASSOCIATION.

The Pacific Coast Retail Hardware Association will hold their seventh annual meeting at Stockton, California, January 20, 1905. The officers of the association are: President, John C. White, Marysville, Cal.; vice-president, A. L. Nichols, Chico, Cal.; treasurer, Em. Warll, Chico, Cal.; secretary, James O. Gates, Marysville, Cal.

THE ARCHITECTS' DIRECTORY AND SPECIFICATION INDEX.

The Architects' Directory and Specification Index has just appeared for 1904-05. This is the sixth edition of this valuable directory and it is very handsomely brought out. A change, we note, in the cover which adds much to the appearance is printing the type matter in white ink which on the red cloth cover is very effective. Several new features have also been added, and much care has been taken to give the membership of societies in the list of architects. This list covers all the States, Territories and possessions of the United States as well as Canada. Two new lists are also added—that of Landscape Architects and that of Naval Architects, thus covering the whole Architectural field. The feature of giving the names of the members under each firm will be found very convenient. The list of architectural societies with their officers, the schedule of charges adopted by the American Institute of Architects and the specification index make the directory of great convenience as a reference. The work is printed on good paper in clear type so that it will be found very convenient for looking up names or addressing circulars. It is published at $2.00, by Wm. T. Comstock, 23 Warren Street, New York.

PROPOSALS WANTED.

The Isthmian Canal Commission, from their office in Washington, D. C., have asked for bids for supplying the commission with the following goods, under the head of Hardware:

Garbage Cans, Shovels, Picks, Wooden Wheelbarrows, Forks, Garden Rakes, Garden Hose, Padlocks, Hasps and Staples, Carpenter's Tool Chest, Flat Files, Clothes Lines, Manilla Rope, Agate or Galvanized Ware, Tubular Lanterns, Rip Saws and Cross Cut Saws, Lath Hatchets, Watering Pots, Large Screwdrivers, Claw Hammers, Heavy Twine, Shears for Cutting Wire Screens, 18-mesh Copper Bronze Wire Screen, Wood Scrapers, Marking Pots and Brushes, Strap Hinges, Scythes, Handles for Scythes, Stones for Sharpening Scythes.

Complete specifications will be sent on application.

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HARDWARE

VOL. XXIX. DECEMBER 10, 1904. NO. 5

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,

809 Broadway New York.

TELEPHONE, 2704 FRANKLIN

CHICAGO OFFICE: 1164 Monadnock Block

Telephone: 2945 Harrison

C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review.

Now that the trade believes that prosperity will continue along each and every line that in any way affects the Hardware business, they are only too glad to think they decided to "stand pat" and make the expression of their feelings too definite to foster any doubt. Not only will prosperity prevail in every branch, but purchases can be contracted for the future with safety in every department, with the assurance that the boys will hold their jobs, but also that they will have money to spare for Christmas, even if they have to take some of the cash they have been able to put aside for that especial purpose.

Dealers have now every confidence in the future; are ordering for the Spring trade the goods that will make their distribution sure, and a successful business a certainty. Now, while the Manufacturers are conferring together as to how far they will advance, while current quotations are in abeyance, is taken as a good time to devote to the ascertaining of probable wants and the placing of a well assorted order that will make them feel safe of the future.

The November trade has been of the required fullness, exceeding in volume the amount anticipated. This adds to the feeling which prevailed a month ago and renders it a moral certainty that if we put forth our best effort, business will return the best of results and make the daily advance in prices of goods near the cost, give a feeling of confidence which, like the "smile" referred to at the present time, "will not come off."

The slight advance in prices of Wire products was only taken to feel the market and strengthen it a little, enabling the farsighted buyers to stock up as the orders were stimulated, when it could be followed up by another advance, bringing prices on such goods back to the old standard before they declined.

The indications are that the next sixty days will see the market settled for Spring trade in a manner perfectly reassuring as to prices and products; it wouldn't pay to shove up quotations so far that it would put a stop to orders; but a moderate advance all along the line the trade is fully prepared for, and surely expect, and it couldn't happen at any better period than the present.

As our Chicago correspondent expresses it: "Our salesmen were never more enthusiastic, and we have never had so many future orders at this season of the year, since we have been in business. The last advances in Pig Iron, Steel Billets, Nails, Wire, Sheet Steel, Galvanized Iron and other goods, have had a tendency to make both Jobbers and Retailers as well, very anxious to have all the orders possible taken at present, at the low prices, which are still prevailing on most articles in the Hardware line."

The improved conditions of business in the Hardware trade of the country is felt in the demands for goods for Export which continue to go abroad in good quantities, and show up with confidence in the future Government Reports. A more commanding position as to supplies is destined to be our privilege in the future, and will be proved by statistical information that may be relied upon. Never were we more able to solicit this addition to our ordinary traffic, for with facilities largely extended, and greater ones in prospect, we control the field of effort with every intention of retaining it.

SIMMONS HARDWARE CO. SEEK OTHER WORLDS TO CONQUER.

The Simmons Hardware Co., of St. Louis, understand that successful endeavor is always to be had by an aggressive movement that will "Carry the War into Africa;" and, with the desire to concentrate their interests in the Eastern territory and form new connections that would be advantageous to them, with this point in view they have moved their Philadelphia office and salesrooms to 298 Broadway, New York City, where they intend carrying a stock largely consisting of "trade mark" lines, and on those goods, having no opposition, they will be heard from before long with New York as a base of supplies and a good field to cultivate with their usual methods and indefatigable persistence. Some of our local jobbers will do well to watch the succeeding movements. Whether the numberless rumors are true about their intention to build a large warehouse in Jersey City, buy two or three buildings in the vicinity of Warren Street for a Hardware establishment worthy of the name, are founded upon the fact that they intend tying up to the progressive house of Neal & Brinker, 18 Warren Street, for the future prosecution of this field for Jobbing of Hardware. With the growth of New York consequent upon the building up of the outlying portion and a population of four millions in prospective, is found a temptation that could not be resisted. The movement with Neal & Brinker has not yet entirely developed, so that the nature of their representation or as to its share of the work is as yet unknown.

New York will be found a distributing centre worthy of attention; subject to the lowest freight rates, and to a house with the capital of the Simmons, the well-planned manner in which their Jobbing trade has invariably been conducted will prove to be a magnet to build up an entirely new division of the business, in which they would find little or no opposition. Then again, in St. Louis a period of comparative dullness after the World's Fair year, will follow, and they, having made their presence felt in every hamlet of a large territory, may wisely, under the circumstances, extend their lines toward the East, and give the Jobbing trade a decided shake-up.

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MAIL ORDER BUSINESS

The average Hardwareman, jobber, manufacturer or retailer, who attended the convention at Atlantic City found little time to discuss politics—even had he desired to enter into such a discussion. All were there this time for business, with a capital B, and the subjects that occupied the major part of the time of nearly all were "Catalogue Houses" and "Special Brands," and probably because of the hard work of the joint committee, its recommendations, and the retaliation on the part of one mail order house because of the action of a certain manufacturer in withdrawing his goods from being sold by catalogue, the subject of "Catalogue House Business" should be placed well in the lead. Come suddenly on a group of men almost anywhere in either hotel and it was a safe bet that you would hear "unjust competition," "ought to be put out of business," "make them maintain the price," etc., etc.

One manufacturer said to the writer: "This Catalogue House question calls to mind the great ado that arose in the trade when a few years ago the department store came to the front. All over the country arose a wail of despair from pessimistic dealers who foresaw the 'ruin of the Hardware business.' The department store idea is still in vogue—bigger than ever, and the Hardware business is far from ruined. In my opinion it will be the same with the Catalogue Houses. They will continue to grow and prosper as the country develops and the Hardwareman will do likewise. Action will be taken by associations and individuals that will result in controlling the mail order business to some extent, but this talk about putting those big establishments out of business is all tommyrot. It is now generally accepted by all level-headed business men that the large corporations of the country can and should be controlled, but that any attempt at crushing them would be not only unlawful, but unamerican as well. That's about the way I look at the Catalogue House business.

THERE ARE TWO WAYS

in my opinion by which some sort of control can be exercised over this unjust competition. Let the manufacturer and jobber say to the Catalogue House, 'If you sell our goods you must maintain the price.' And let the retailer look out for his own trade and by using modern business methods get such a hold on it that the mail order trade in his vicinity will be kept down to a minimum."

George V. Hobart, "the funny man," says: "Be a patience. All dings come to dem vot vait, but vile you vas vaiting, took off your coat und go to vork and you vill forget vot you vas vaiting for." That's about the situation with the retail dealer. Be patient, but don't depend on the other fellow, the manufacturer or jobber, to do all the work. Let each retailer look after his own particular territory and when he strikes a line of work that wins, help out his fellow-dealers in other sections by making public his successful system. I know some dealers will say when they read this: "What! give away our business secrets!" It isn't necessary to "give away any secrets," but the giving out of a general plan, if it is a successful one, will accomplish enough good for the Hardware business to counteract any evil effect it may have by giving ammunition to a competitor. In other words, if these troublesome questions are ever settled it will be done by the Hardwaremen working both as individuals and in association. Max O'Rell's definition of luck just about fits this case. He says: "Luck means rising at 6 o'clock in the morning, living on a dollar a day if you earn two; luck means appointments you have never failed to keep, and trains you have never failed to catch. Luck means trusting in God and your own resources."

The Hardware dealer should not be frightened by the enormous amounts of money spent by Catalogue Houses for circulars, catalogues and general advertising. Don't say, "How can I expect to compete in advertising with such an immense appropriation," but keep in mind the fact that only a small fraction—exceedingly small—of the Catalogue House advertising appropriation is expended in the territory of any one particular Hardwareman, and instead of competing with the entire appropriation, each Hardwareman has only to seek to offset that part of the work and expense done in his own particular section, and further, that the Hardwareman has one distinct advantage, that of being on the ground, and of knowing his trade and their wants.

A FRANK STATEMENT.

We print herewith copies of two letters recently sent out by the Boss Washing Machine Co., of Cincinnati, Ohio, one of the largest manufacturers of washing machines in this country, in which, without any "beating around the bush," they express their sentiments regarding the Catalogue House and Special Brand questions:

DEAR SIR:—We are in receipt of your letter of the 26th inst., asking an expression from us regarding our attitude toward the catalogue house question. We have recently had similar requests from our friends and have therefore framed a letter which covers our views on the subject about as completely and appropriately as can be and we therefore herewith hand you a copy of that letter.

To that part of your letter which states that manufacturers should sell at the same price to the catalogue house as they would sell to a large dealer, would say, as you no doubt have experienced that a large corporation is under heavier expenses than a smaller one, naturally a catalogue house who does larger business and is therefore in a position to buy goods in larger quantities must have a greater leverage to do business on.

We further wish to say that the life of a catalogue house would be very limited if it could not offer some kind of inducement to the individual purchaser regardless of the individual's location. If the catalogue house was forced to pay the same price as the large dealer, they would be excluded from shipping their goods to any part of the country and compete with the retail trade regardless of location. If the catalogue house was held down to pay the same price that the large dealer has to pay for his goods, there would never have been a catalogue house, and we would have nothing but retail stores in the country to-day.

Competition in every branch of business in this country is getting so strong that there merely remains a battle for supremacy, and the only way such a point can be arrived at is for the jobbers of this country to select certain lines of goods and insist upon the manufacturer confining the sale of their manufacture to the jobbers only, and with the jobbers' co-operation in pushing all such manufacturers' goods and encouraging such manufacturers by pushing their goods under factory brands, and success in this kind of co-operation would have to result, but as it is to-day,

THE SPECIAL BRAND FEATURE

has permitted the market to be split into a great many channels of distribution, manufacturers not stopping with the jobbers of Hardware, groceries, catalogue houses of department stores, and this is what has resulted in the demoralization of prices, under which conditions, the jobbers are the ones who suffer the most severely, and unless the jobbers will co-operate with the manufacturers with whom they expect to do business, and take such action in a very short time, the catalogue house is going to get complete control of the market—particularly the large catalogue houses who have now grown to such enormity as to command recognition everywhere in the United States, and they will continue to grow unless the jobbers wake up and see that they get their share of the business.

Yours truly,

BOSS WASHING MACHINE CO.

GENTLEMEN—We have at hand your letter of the 7th inst., asking us to share with you our views regarding the catalogue house question, and, to begin with, will say, this is a question that confronts the jobber in a more serious way than the manufacturer, from the fact that through these various channels of distribution the manufacturer can always find a market for his goods. The point, however, to be fully considered by the manufacturer is through what channel his business interests will be protected for the greater length of time, or, in other words, what source of distribution will offer the

BEST PROTECTION TO THE MANUFACTURER.

We find that in our line of manufacture as well as a great many other specialties that there are a great many manufacturers who are avoiding both the jobber and catalogue house in the distribution of their goods and are selling them direct to the dealer. Why? Because of the fact that they have learned through the policy of distribution of both the jobber and catalogue house that a fair margin of profit cannot be maitained for any length of time by endeavoring to establish a market for their goods through either of these channels, and their business is now prospering from the fact that they have gone on the market and offered their goods on the agency plan, or, in other words, sell only one dealer in a town.

Now there are enough manufacturers in every branch of business to seek a market for their goods through the same channel

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and through this it would only take a short time for each dealer to have an agency for a certain manufacturer's goods and under the manufacturers' brands.

The remaining manufacturers are seeking to market their goods through either the jobber or the catalogue house, and the most desirable one of these two to select, in our estimation, is the catalogue house, owing to the fact that through so many of the manufacturers already selling on the agency plan and having the field thoroughly covered, where is there any chance for the manufacturer to find a market for his goods through the jobber?

There, of course, will be some little trade left, but the cream of the market has been taken up on the agency plan, naturally, the catalogue house would be the next most desirable source of distribution, owing to the fact that they go direct to the individual buyer, or, in other words, consumer, and, as they as a rule are extensive advertisers, a manufacturer's brands will receive wide distribution, and more so than could be expected through the jobber.

Now, the principal point for the manufacturer to insist upon in view of these three distinct channels of distribution, is for him to adopt either one or the other and then insist upon his goods being

MARKETED UNDER FACTORY BRANDS

so as to establish a trade and reputation for his goods whereby he can hope to maintain for some length of time both trade and profits on his line of manufacture. The writer has had considerable experience in the last ten years in calling upon the Hardware jobbers and we must say that with but few exceptions, all the jobbers have been and are desirous of handling goods under their own special brands, and their wishes in this respect have been granted by nearly all the manufacturers, with the result that to-day there are but very few articles of manufacture upon which the manufacturer can claim having established a trade for himself.

This, however, is not the worst reaction these special brands have had against the manufacturer, the most disastrous being that the jobbers have taken advantage of these special brands with the point in view of buying similar goods from the different manufacturers under the same brands with the view of creating competition among the manufacturers for the purpose of continually working down the price so that some manufacturers have been forced to abandon the jobbers entirely, and are now seeking a market either from the trade direct or through the catalogue house and department stores, which are the next two sources of distribution for them to fall back on.

If jobbers will eliminate their special brand feature and from now on work in better harmony with manufacturers and be an assistance to the manufacturers in introducing factory brands and establish trade on such brands (in which case the manufacturer can hope to maintain a better margin of profit on his goods) we are satisfied it will result in a more prosperous and paying business for both jobber and manufacturer, and the jobbers, particularly, from the fact that they are the source of distribution that can be the most easily ignored of the three.

Furthermore, it will lessen the tendency of having manufacturers go direct to the trade and sell their goods on the agency plan, from the fact that all manufacturers enter into the field with the view of getting their goods established broadcast, and the most desirable and quickest source to be had for distribution of this kind is the jobber.

The catalogue house will in our estimation continue to prosper and grow, from the fact already stated that the entire product of the manufacturers in this country cannot be distributed through the jobber alone, leaving some source of supply in every branch from where the catalogue house can get his supplies.

These being facts, the manufacturer's point in view will be to select his source of distribution from either one branch or the other, and he is bound to select the branch by which his interests will be maintained.

WE OURSELVES HAVE NEVER SOLD CATALOGUE HOUSES NOR DEPARTMENT STORES, but we must add that the patronage we are receiving from the jobbers is not at all satisfactory, from the fact that there are too many special brands to contend with which cause a continuous friction in price, therefore the margin of profit in our business to-day is not what a prosperous business should have and unless the tide of existing conditions are changed in a short time, we will have to find ways and means by which we can maintain ourselves in a better standing in the manufacture of our specialties.

Yours truly,

BOSS WASHING MACHINE CO.

A FARMER'S OPINION.

In an article reprinted in the *Implement Trade Journal*, Guy Blanchard gives the retail dealer a gentle roast, and while, of course, it will not apply to all Hardware Dealers, it contains much good advice. Mr. Blanchard met in Chicago a prosperous farmer, who had made a number of purchases from Catalogue Houses and asked him "What is a merchant to do when such good, prosperous men as you send to Chicago for their goods? How is he going to keep that trade at home?"

"Well," said the farmer, "some of them don't try to keep the trade at home. I've no doubt if I were to go in and tell Hargrave what I wanted, that he could get it for me, and more than likely make a little profit out of it. But when I want anything, you see I have the catalogue handy and can sit down and take my time looking it over till I find just what I want. Hargrave expects a fellow to come to his store. You know how he—you know he advertises about three times a year. I don't know how that little paper at home keeps up. It looks as if the merchants were willing to take just the trade that comes and let the rest go. Now the rural mail runs past my house and I get circulars every day, but mighty seldom do I get anything from the home stores. If I go in there asking for something they don't keep, they think I'm a crank. I haven't anything against the stores at home—they've always treated me right. I don't always save money on what I buy in Chicago, but when I want a thing I want it, and it's handier for me to mail my order to Chicago than to always go to town to see if Hargrave has what I want."

Mr. Blanchard goes on to say, addressing his remarks to his readers:

Do you think the mail order house is to blame because it goes after the business? Do you think the merchant of this farmer's town blameless? It seems to me that it's almost criminal for a merchant to allow so much business slip by him without an effort to get it.

It will not answer the argument to say that the farmer likes the "notoriety" of getting goods by express or freight. Some of them do, I admit. But the farmer I was talking to would unload a carload of merchandise and never call any attention to it.

It might be a good plan to quit blaming the mail order house, to quit blaming the "gullible, misguided" farmer who patronizes them and to hit yourself a good crack on the head and say "I'm the guilty man. I've let this business escape me, using no effort to stop it except a few blasts of hot air. Now it's up to me to recapture the works."

You may have the stock, the prices, the conveniences. But when your farmer customer trades up his bill you say, "And will that be all?" with an air of dismissal. It is probable that you need more salesmanship, more live, aggressive advertising, more spunk, more go-after-it-ness.

Don't think because you lie supine and holler that the mail order house will quit going after your trade. Never!

You must have nerve. Brace up! Hunt up the mail order buyers. Lose some money, if necessary, to get their trade back. Get them out of the mail order habit. Quit selling goods with mail order schemes attached to them. Hustle like old Harry—even then there's some trade you can't regain, but you'll have the satisfaction of knowing that while you're hustling you are certainly increasing the business which you've allowed to slip by.

THE SALVATION (?) OF THE RETAILER.

As long as the world stands there will always be found in it people who take extreme views on every subject on which they have any opinion whatever. A writer in a recent issue of *Printers' Ink*, commenting on the subject of Catalogue Houses, takes an exceedingly extreme view on the subject; indeed, it would almost seem that he attempts to argue that the Catalogue House of the present day, instead of being simply an unjust competitor, is really the salvation of the retailer. He says:

"HISTORY REPEATS

itself. Not long ago it was the grocers and druggists versus the department store. It promised to be a battle royal, but, while it ended in the success of the department store, the grocers and the druggists are still doing a profitable business at the old stand. And this same happy adjustment of conditions and proportioning of trade will doubtless be the outcome of the present antagonism against the catalogue houses. Unquestionably there are more of them yet to come, and those that already exist will grow in strength and scope; yet in the end the retailers of the identical articles which the mail order houses handle as their "leaders" will be better off than they were before this seeming catalogue calamity came upon them."

After arguing that the Catalogue Houses have "educated the buyers and inspired within them a desire for home comforts as well as luxuries concerning which they might otherwise have lived a lifetime in ignorance and with no sense of loss or inconvenience," he goes on to say:

"The Catalogue Houses have done great educational work, and it seems to me that their coming into the field is really the knocking of Fortune and Opportunity on the closed door of the retailer and manufacturer."

All this may be true, but it will be a mighty hard matter to convince the retail Hardwareman of its truth as long as prices of Hardware are quoted in the big catalogues at cut throat prices.

"Printers' Ink's contributor, continuing in his article, quotes a recent editorial from HARDWARE in which mention was made of the large crops and good prices and the consequent prosperity of the rural population, and says:

"These conditions and indications bespeak wealth in the rural districts, and it is naturally assumed that the catalogue houses will profit enormously, through their excellent system of advertising, by the lavish expenditures which will be the logical outcome of this accumulation of wealth. On the same editorial page (of HARDWARE) appears an able comment on the report of the Joint Committee, which report apparently blames the manufacturer for the inroads which the catalogue houses are making into the business of the retailer, and does not receive the full approval of the editor of HARDWARE. In his closing paragraph the editor of HARDWARE says: "When the country retailer cleans up his store, arranges his goods tastefully and makes his place of business one in which both women and men will feel comfortable; dresses his windows and spends a little money on paint and printer's ink; keeps his stock and his knowledge of it up to date; then, and not till then, will he have such a control over the trade in his neighborhood that the catalogues and mail order house will no longer occupy the place of the family Bible on the farmer's table." If you will notice, he suggests that the retailer spend a little money on printer's ink. In other words, advertise. Let him do some educating himself, and, by all means, take advantage of the educational work already done by the catalogue houses. The Joint Committee censures the manufacturer who sells to the catalogue people, and seems to think that the success of the latter is due to the "crime" of the manufacturer in supplying them with goods. As a matter of fact, their success is due entirely to advertising, and if the manufacturers did not supply them with goods desired they would produce it themselves, at a still lower cost, thereby making possible even more serious cutting of prices Besides, the independent manufacturers, who are not in the association, must be met on their own ground. If the members of the association refuse to sell to the catalogue houses such action would only reduce their profits and add to those of the independent producers. Anything of this kind is out of the question." In its report the Joint Committee says: "More than ninety-five per cent of the Hardware, Cutlery and Sporting Goods sold in the United States is distributed through jobbers and retail dealers." If the retailers distribute ninety-five per cent of the goods in the above named classes, it would seem rather unreasonable for them to protest against the catalogue houses capturing the other five per cent, inasmuch as the latter concerns have surely created enougn new business to more than make up in the share that naturally falls to the retailer, for the loss of this original and trifling five per cent." Yet there is a "catalogue house question" on the surface, and it must be answered. Answered it will be, by the sound and practical way—by advertising. The Catalogue houses will not be driven out of business. Mail order selling is in its infancy. It is a profitable field for the big merchandising house as well as for the manufacturer. A great many will soon take advantage of it. Let us not forget, however, that the growth of our country is about twenty-five per cent every ten years, and the needs of the rural buyers increase in even greater proportion. All of which makes it quite apparent that the future field for the catalogue house is rich in possibilities more than it ever has been. Still the retailer won't be driven out of business, either."

ILLEGALITY OF THE BOYCOTT.

A recent telegram to the New York Sun says:—The strongest decision against a union boycott yet made here has been delivered by Judge Hebbard in the Superior Court in the case of Godberg, Bowen & Co., grocers, against the Stablemen's Union. Pickets from the union carried placards and transparencies, labelled "Unfair firm; don't patronize." in front of the grocery because the firm refused to discharge non-union men employed in their stables.

The Judge reviews the law in the case and declares that any organization of workingmen that attempts to hamper trade or to coerce fellow workingmen to become its members or to quit work is illegal. The gist of his decision is in these words:

"To proclaim a business, or the proprietors thereof, unfair in this manner is as infamous as to proclaim before a private dwelling that the inmates thereof are prostitutes. The acts complained of are breaches of peace, and it is safe to say that if met by personal violence on the part of the boycotted, did he so elect, instead of appealing to law, he would be justified by a jury. It is the opinion of the Court that no one may promenade before a place of business of any other person bearing signs, placards or printed notices of any kind reflecting on the honesty or integrity or fairness of the business itself or the proprietors thereof."

This decision is more noteworthy as coming during the sessions of the American Federation of Labor.

SPECIAL BRANDS

If the recent meeting of jobbers and manufacturers accomplished nothing else in the matter of Special Brands, it brought out a long list of good suggestions and furnished food for thought and discussion that should, if followed up, ultimately produce a satisfactory adjustment. At no previous meeting have the members of the two associations shown such willingness to get together, or to come out in the open and state their positions and to offer remedies.

The manufacturers adhered stoutly to their claim that in making goods under special brands their identity was lost and the profits decreased by the extra expense of providing the large number of dies or labels needed. The jobbers held just as closely to their claim of the need on their part of some means of controlling their trade. In these arguments against and for, few if any new claims were advanced. One manufacturer stated "The factories making cutlery are, in some cases, coming to be little more than job machine shops." A jobber claimed that special brands were absolutely necessary to the jobber because his profits on factory brand goods were too small. This naturally brought out the query—If manufacturers sell special brand goods with all the extra expense connected with them at a lower price than they get for goods bearing their factory brands, what about the quality of the special brand goods? In talking with manufacturers, the writer found none who would admit that the goods they made under private brands possessed the same quality as those bearing the maker's name and trademark.

ONE OF THE MAIN OBJECTIONS

offered by manufacturers was that in making goods bearing other than their own mark their business became unstable, because there was nothing to prevent its being taken away from them by the jobbers for whom they were making special brand goods and the said jobbers contracting with another factory for the same goods. One manufacturer suggested that this might be prevented by a joint ownership of the brands between manufacturer and jobber. While this plan has its objectionable features it was recognized as a good suggestion and will, no doubt, receive further consideration.

Many arguments were advanced by the jobbers tending to prove that it was to the retailer's advantage to handle goods bearing the jobber's private brand, as it lessened competition and gave the retailer a better control of his trade. Being desirous to get from the retail dealers themselves the facts in this connection the writer sent out several letters to leading retailers, and it would seem that the responses which follow, hardly uphold the jobbers in this claim. The Secretary-Treasurer of the Colorado Association,

F. C MOYS,

comes out emphatically against any goods bearing other than the manufacturers' own trademark. He writes:—

"In my opinion it is a great mistake for any retailer to handle goods under private brands—either his own or a jobber's. Private brands at best are deceptive. I don't believe any manufacturer will put up his best goods under any one's name but his own.

"The jobber's object in using private brands is, of course, to create a demand for an article which can be obtained only through his house. Any retailer who handles a jobber's private brand goods puts himself absolutely in the hands of said jobber. He has no chance whatever to obtain a competitive price. And he will usually pay as much for the private brand goods (which are undoubtedly seconds or thirds) as he would have to for first quality goods with the name of the manufacturer on them.

"The only possible advantage to the retailer is this—the jobber will usually gladly give the exclusive sale in small towns to any retailer who will tie up with him. This gives this retailer a talking point on brand and quality (?) when a customer compares prices with those of a competitor—whether local or a catalogue house.

"There are, however, plenty of goods which may be obtained on exclusive sale basis from manufacturers who do not sell catalogue houses and who put their own name on the goods as a guarantee of quality.

"A manufacturer cares a lot more for his own reputation than he does for that of a jobber and will be more careful about the quality of goods going out under his own name than those under a private brand.

"My advice to retailers is to push such goods with manufacturer's name on them as are not sold by catalogue houses, and, if your competitor is selling the same goods, get together and agree on a price which will be fair and right—always being careful to not make the prices so high as to make it an object to the consumer to send somewhere else for his wants."

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J. H. SMITH,

member of the Executive Committee of the Minnesota Association, in the following letter is equally emphatic in his opinion that it is more profitable for the dealer to handle factory brand goods, especially tools and similar articles. Mr. Smith writes:—

In regard to "Special Brands," I have read the articles in the November 10th number of HARDWARE and think they cover the subject from every point of view.

I have been in the retail business twenty-five years, and have picked up some experience during the time, among other things, I have learned better than to try to keep all the "Special Brands" of goods that are called for, or all of those sold under the manufacturer's own brand, even.

I prefer to sell goods with the manufacturer's brand, for I think they should have the benefit of the reputation they are building up; but there are some, that will make an article of better quality and finish, to order, than they would otherwise, and I have been selling for years a number of excellent articles made under a "Special Brand" with very satisfactory results.

There are manufacturers of tools of one particular kind, such as hammers, for instance, that have built up a reputation for quality, and have maintained it. There is a demand for their goods that cannot be filled by any "Special Brand" goods.

A mechanic generally knows what make of tool he wants, and if we haven't got it he will look elsewhere. He is very seldom looking for a "Special Brand" Tool. Other people are not so particular, and are more likely to accept a substitute.

The following is from

JOHN FREEMAN,

Pontias, Mich., a former retail dealer, now a manufacturer who is therefore able to view the matter from both ends:—

Having disposed of my interest early this year in the wholesale Hardware business, and having recently engaged in a line of manufacturing, if I should offer an expression now on the subject of "Special Brands," it would be from the standpoint of the manufacturer, and I question very much whether it is always the wisest or best policy to discuss in trade papers openly on matters of this kind. However, I have no hesitancy in giving my expression and do it openly over my own signature, as I never paid much attention or gave any particular thought to the many articles that are written on this and similar subjects by anonymous persons.

Regarding the matter of "Special Brands," there are arguments to be offered both from the manufacturers' and jobbers' standpoint; and I think in some cases on certain lines of goods, a private brand is all right; but the matter of branding most every line of goods made by the manufacturer and distributing under "Special Brand," I think is a mistake. As noted, there are, of course, exceptions in some few cases where Special Brands may be all right, and my idea has always been that where a jobber preferred to take up a special brand on a line of goods, that he should then decide to have said line of goods, not only as good as the manufacturers, but a little better, and he should pay more for them to have them better; in other words, he is using a special brand to build up a reputation on, on which he gets protection from the very fact that it is under "Special Brand," and, in order to do so and build up a large trade on said lines, then he should see to it that the goods are fully equal or a little better than the manufacturers, as he has paid a higher price to have them better.

Working on this basis, he can build up a better business from the simple fact that he is getting a better profit on those brands; consequently, he should see that his customers then would get value received. But, on the whole, my decision would be against Special Brands, and where a manufacturer who has spent his lifetime in experimenting and given to the trade a high class of goods, it would seem to me that the manufacturer is the one who should get credit for those goods, and I am inclined to think that, were I the manufacturer of a high-grade and a well-established line, I would prefer to send out my goods under my own branding; for, as I said before, there are good arguments on both sides and in this age of competition from all quarters, both manufacturers and jobbers have got to do the best they can to meet such competition; and, were I a purchaser and consumer of goods, my impression is that I would prefer to buy a line of goods that would bear the factory brand than to have them come to me under any private brand, as then I would have some knowledge of the goods I was getting.

F. W. INGALLS,

member of the Executive Committee of the Ohio Association believes in private brands, provided that the manufacturer's name also appears on the goods, amounting to practically the same thing as a factory brand and a proposition to which, it is likely, few manufacturers would object. Mr. Ingalls writes:—

It has been our experience in regard to special brands of goods, that the manufacturer's name in connection with our own is the most satisfactory brand we can have. This, of course, must be followed up by dealers in small towns having exclusive sale as far as possible. This as a rule cuts out the jobber, but it would be on a class of goods which are usually sold direct from the manufacturer to the dealer.

We believe that the manufacturer and jobber should combine, and in towns of 1,000 to 3,000, place their goods in the hands of one dealer. This, of course, cannot be done on some staple goods, but should be followed out as far as possible in every instance.

On goods that are sold by all jobbers to every Hardware dealer promiscuously, the profits to both jobber and dealer are very small, and no Hardware store can be run successfully if all goods were sold on this basis. The success of the average retail Hardware dealer depends entirely on his efforts to push the sale of exclusive lines of goods which he has. These must always be the very highest grade to be had and his name should be so closely coupled with that of the manufacturer on these goods that a prospective customer does not think of trying to buy them of any other dealer.

We believe that the catalogue house and the department store question can be solved only in one way, and that is that the manufactured goods go to the consumer through the right channels.

L. G. MATTISON,

a Director of the New York State Association has a brand of his own, but believes thoroughly in the factory brand idea and in the carrying, by the retail dealer, of goods bearing the maker's name. He writes:—

I can see how the question of Special Brands is an important one between the Manufacturer and Jobber, and is commencing to cut some figure with the Retailer. We are selling a line of Razors, Shears and Scissors branded "Mattison," and, while trade in these goods is good, I think the same cutlery branded "Wiss" or "Clauss" would smell just as sweet or sweeter to our neighbors. There is a good deal of the "Prophet not without honor save in his own country" business in dealing with your own town's people. A well-known name or trade mark on goods made away off somehere carries more weight with the average customer. A catchy trade mark helps wonderfully.

The word "Jap-a-Lac" carries with it a little of the mysterious and an Oriental flavor which makes a winner of it, when advertised as it is. The same article advertised as Varnish Stain I don't think would have one half the sale.

I am for the manufacturer holding to his original brands so long as the quality of his goods is kept high.

"Holly" Knives have been sold out of our store for nearly fifty-three years, and we would be glad to make it a hundred if possible, providing the quality of the goods is kept up.

This discussion, I believe, will result in a great deal of good, and I hope that the integrity of the Manufacturers' Brands of goods of high quality will be kept inviolate.

In the following communication

HAMP WILLIAMS,

President of the Arkansas Association, gives his own very interesting experience, a nine years' trial should be ample to prove the right or wrong of an idea, and it must be admitted, at least in this case, that the contentions of manufacturers against the use of private brands have been proven true. Mr. Williams writes:—

At your request I give you my views on "Special Brands;" I give mine from actual experience. I have been pushing a special brand of cutlery for about nine years, and in that time I have sold several pocketknives of that brand. I have had a great deal to say to my trade about the excellency of that cutlery, but am sorry to say that but very few of my customers have verified my statements; so, after I have sold this brand for nine years, I have changed my line, and my sales go right on, and not one in fifty asks me for the brand that I have been pushing so hard. On the other hand, when a customer wants a high-grade knife, he will ask for a Rodgers or Wostenholm.

If you sell a Disston's saw, and remove the brand and call it by some other name, you will have to do a great deal of extra talk to make the sale, and furthermore, the chances are that your customer will be dissatisfied with it; he will try to not like it. He will not take the same care of it as he would a brand of his choice. He admits the reputation of the Disston's saw, and doubts the reputation of your special brand.

As for my part, I prefer the "Factory Brands;" they are more easily sold, yet some traveling salesmen say, that it's the hard things you want to take pride in doing; the easy things can be done by any one. I figure like the Irish barber, when he said "he would rather shave ten Irishmen as one Dutchman." His reason was—"that he got one dollar and fifty cents for shaving ten Irishmen, and only fifteen cents for the one Dutchman."

✤

"These liliputian temptations—they remind us that the threads which kept Gulliver down were very small threads, but there were so many of them!"

"It is a sorrowful day when the eyes of youth can gaze openly into the eyes of defeat!"

"Upward through illusion and onward through error—that is life!"

"He fretted at idleness, oppressed by the gayeties of life when they chanced to fall before the hour of the dinner gong and the Tuxedo coat!"

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RETAIL ADVERTISING

It is the belief of the publishers of this paper, as already stated in editorials, that the greatest amount of effective work in curtailing the sale of Hardware through catalogue houses, can be done by the retail dealers themselves. Practically the whole success of the catalogue house business in this country is due to clever advertising. Of course it is a fact that they sell some goods, or perhaps a large part of their output at a slightly reduced price, but on the whole they are working on almost exactly the same lines as used by the department stores, that is, to use a large amount of printer's ink and to advertise "leaders" at a reduced price. It would seem, therefore, that the same process which has been used to build up the immense business of these concerns can be utilized as one of the best weapons of the Hardware dealer. Practically every Hardwareman has plenty of opportunities for using printers' ink in local papers, as there are few if any villages large enough to support a Hardware store that does not have at least one weekly, and the use of space regularly by the Hardwareman in these publications will be productive, provided the space is well filled. The average Hardwareman would say that a farmer was suffering from temporary aberration if he rented a piece of ground, plowed it and sowed it broadcast with a mixture of potatoes, corn, wheat and turnips. His harvest, if there was any harvest, would be of little value. Still, there are Hardwaremen who will pay a good price for space in their local paper, then fill it with a disconnected jumble of unrelated articles, their firm name, and they say that they are advertising. Of course it takes a little time to write advertisements, it also takes time to keep the windows clean, and to keep the store in order; to keep the books, and to make collections; to wait on customers, and advertising is just as essential to the success of the merchant as any one of these matters.

We publish herewith illustrations of six Hardware ads. clipped from newspapers. The Rohrbacher & Allen ad. is good, but there is enough material in it for two good advertisements. In this space this firm talks of two widely different articles. The cut is a good illustration for the subject of colors, but has no bearing whatever on the subject of Gas Heaters.

The Roberts Hardware Co.'s ad. shows care on the part of the compositor as well as the man who wrote the advertisement.

The Hills & Wood advertisement is clipped from a live country weekly which circulates largely among well to do farmers. It is well set up, but the arguments would seem to be a little too general. The dealer should not lose sight of the fact that in writing an advertisement he is talking not to one person, but to several hundred and that unless he says something, his advertisement will have no effect. Simple generalization does not bring business.

The ad. of the F. W. Heitmann Co. would have been more effective if proper judgment had been used by the printer. This ad. is not set up in accordance with the old adage "he who runs may read." If in setting up the type of this ad. the compositor had used both upper and lower case type, the reading of it would have been much easier.

The ad. of J. J. Foley comes under the same heading, that is, of being a little too general in character, but in this case the printer has proven himself capable of getting up an ad. that is attractive.

The ad. of the John E. Bassett & Co. is on the argumentive style and surely should have produced results. In this ad. they make a plain statement, or rather several statements, concerning one article; they talk straight from the shoulder, telling the story as briefly as possible, but at the same time is in an effective manner.

AMOS.



WE ARE ALWAYS WILLING
To show our colors of
Ready-Mixed
..PAINTS..
Which are guaranteed Strictly Pure.
If you intend painting this fall see us.

FOR COOL EVENINGS
You can find what you want in our line of
Gas Heaters, all Sizes

Rohrbacher & Allen
BUILDERS' HARDWARE Phones 70
66 SOUTH HOWARD STREET

RED CROSS PARLOR STOVES



HAVE THE CORRECT PRINCIPLE of HEATING.

The flue construction is an accomplishment of science that no other manufacturer has equaled.

They are a thorough ventilator, heating every part of the rooms to the same temperature.

Many new patterns for the season of 1904-1905.

ROBERTS HARDWARE CO., 60 GENESEE STREET.

Stoves,
Ranges,
Furnaces.

We carry a full line of the best makes of Cooking and Heating Stoves and Ranges, including the Jewell and Eclipse, both Cooking and Heating; the Peninsular Heaters, Radiant Home Heaters for both Hard and Soft Coal, &c., &c.

FURNACES.
Get our estimates on Furnaces. We are prepared to fit out your house with the best of makes at lowest prices.

OIL HEATERS
A nice line of Oil Heaters.

HARDWARE, &c.
Everything in the Hardware and Tinware line.

ROOFING, &c.
Roofing, Eave Spouting and Repairing.

HILLS & WOOD,
CONNEAUTVILLE, PA.

OUR STOCK OF
HIGH GRADE PACKING
DANIELS P. P. P. ROD PACKING
ECLIPSE GASKET
TUCKS SQUARE DUCK
TUCKS RUBBER BACK
TUCKS HYDRAULIC
HONEST JOHN HYDRAULIC
PEERLESS PISTON, JUPITER
SQUARE FLAX, ASBESTOS
LONE STAR, ITALIAN HEMP
GARLOCK
PALMETTO VALVE STEM
JENKINS' 96, RAINBOW
EBONITE
IS COMPLETE.

F. W. Heitmann Co.
HOUSTON, TEXAS

Gem
Food Choppers
at 90 cents.

We have bought a lot of the latest pattern of Gem Food Choppers and have reduced the price to 90 cts.

They do all the work of the chopping knife and bowl with one-tenth the time and labor, and only cost 90 cts.

They save the teeth and digestive organs—dentist's bills and doctor's bills—at a cost of just 90 cts.

They won't chop wood and they don't cut any ice, but they will cut almost anything in the food line although they cost but 90 cts.

Have you the price?

The John E. Bassett & Co.
754 CHAPEL ST.- 320 STATE ST.

STOVES

Cook Stoves
Air Tight Stoves
Box Stoves
Cannon Stoves
Gasoline Stoves
Oil Stoves
Stove Pipe
Black and Galvanized
Elbows
Dampers
Write for Wholesale Prices

J. J. FOLEY
Hardware 316 Milam

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CONVENTION ECHOES.

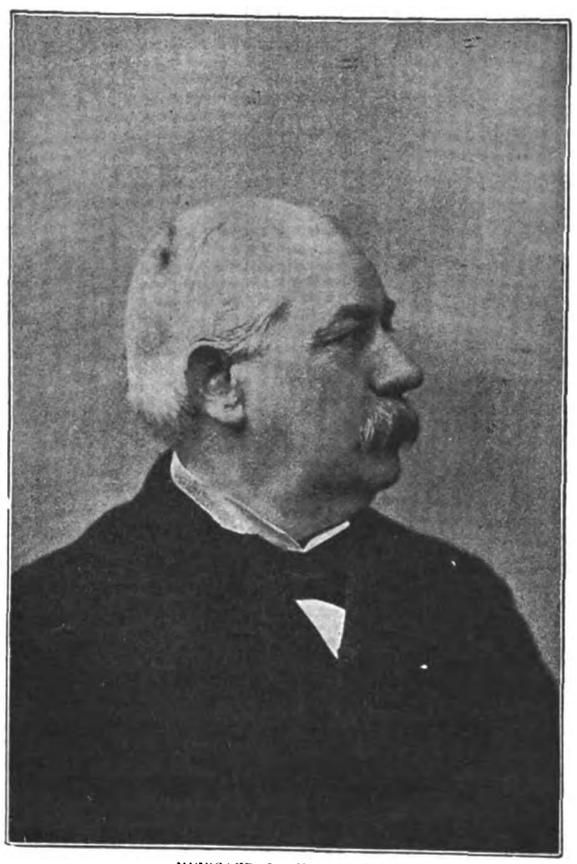
We have been requested by a number of those present at the banquet given at the convention by the National Hardware Association, for the poem delivered by the Hon. Webster R. Walkley. We are unable to print it in full, but we will give enough of it to convey some idea of its merit. It was well worthy of the reception the reading of it obtained from the members present.

POEM.

By WEBSTER R. WALKLEY.

Listen to the murmurings of the sea—the restless sea:
In tones more eloquent than ours it speaks to you and me—
Sometimes in voice of thunder it falls clanging on our ears,
Again in softest whispers it calms our wildest fears.
Within its glassy depths it holds the mystery of death,
Above its rolling waves is borne the tropic's sweetest breath.
From pole to pole, from zone to zone, it reaches round the earth
And washes shores of every clime where Liberty had birth.
It touches India's coral strands, and Greenland's icy shore,
It drinks the rivers of the land, and still it cries for more.

O sea! mirror of God's omnipotence,
Reflecting His greatness and His power,
Thou teachest man his rule ends at thy shore;
He may touch the heart of mountains, and learn
That fires are glowing 'neath the world we tread.
He may draw the lightning from the Heavens,
And curb, direct and use this subtle force;
Yet cannot control a single ripple
That dances on thy bosom, nor a wave
That rolls above proud Nations' sunken fleets.



WEBSTER R. WALKLEY.

To the ladies whose presence doth grace this occasion
We bring kindly greetings, and need no persuasion
To say that their beauty and smiles, their sweet accents of speech
Make the hour as enchanting as the strolls on the beach.

To women, our mothers and daughters, our sweethearts and wives
We give the best of ourselves—for no business thrives
Unless an Angel of Love shares its joys and successes
And makes home all the brighter when trouble depresses.

Father, mother, husband, wife,
Sweetest words in all our tongue.
Music in the heart keeps swelling,
Though by human lips unsung.
Angel voices join the chorus,
Heavenly choirs take up the song,
Earth is heaven while love endureth,
Truth will ever conquer wrong.

* * *

And thus to you I make my bow;
You say 'tis but an old man's greeting;
Yet I bring a lover's heart
And perchance from out this meeting
I may catch the fire of youth.
So let younger men now count the cost,
For I have known some older men
To win what younger men have lost.

* * *

Competition is not young, and the older men know it;
Our books of past years, and our balance sheets show it;
It is as old as the oldest, if it comes in new dress
It has the same spirit, the same hopes of success.

'Tis of too large a growth to be strangled, you know
You can't stamp it under your feet as weeds in a row;
'Tis a giant in height, and a giant in size,
We must meet it with wisdom—we will if we're wise.

You've had some discussions, the results I've not heard;
I can only hope by your actions, your votes and your word
You have vanished some clouds which seemed to appear
In the sky arched above us, and that now it is clear.

To these younger men who have their fortunes to make,
We come with glad tidings, though their lives are at stake,
And the Temple they seek is far away on the height;
Conquering forces they know, are the Truth and the Right.

The ladder that reaches way up to success,
Must stand on a rock which no force can depress;
With your feet on the rounds, be quite sure of your hold,
Let not false faith or false courage make you seemingly bold.

'Tis the iron of the mines which gives us our trade,
'Tis iron in the blood from which heroes are made;
'Tis iron from the furnace which adds to our wealth;
'Tis iron in the blood which gives our Nation its health.

* * *

The real man is invisible, unseen,
A soul within reveals his worth and power.
It lightens up his face with smiles of truth
And looks beyond to an immortal life.
He is taller than his height. His right arm
Doth not measure strength. His real nobler self
Reaches, expands toward the Infinite.
He is broader than his shoulder or his breast
Weightier far than avoirdupois of scales.
Truth in the soul seeks light. As seeds do burst
And spring from Mother Earth to bud and flower;
So the spirit of a man doth make great,
Such are the pivots on which epochs turn.
Such men make the history of the world,
Sometimes at stake in martyr fires they burn,
Yet new eras dawn.

* * *

Angelo, out of marble wrought
With chisel, and with brain and thought
The statue of a Moses.
If out of earthly clay,
A man in life's brief day
Can carve a form so true,
What can our Creator do
Who made both man and clay,
The sun to rule the day,
The moon to govern night,
And set ablaze with light
The golden stars in Heaven.

* * *

* * *They call us old, and old we are;
We have made the ocean voyage—we are sailing o'er the bar—
Just around the curving hill, where the water lies so smoothly, so glassy and so still.
Is the Harbor of our refuge, the port to which our life ship's bound;
May the precious freight it carries be in perfect order found.

* * *

* * * Weavers at the Loom of Life,
Let broken threads ne'er pass thy watchful eye;
See the shuttle backward, forward flying,
Living best is best prepared for dying.

In referring to the ex-presidents, Mr. Walkley had something to say of each of them. We give what he says of Mr. Bigelow and Mr. Supplee:

Bigelow, courtly and cultured, from Boston, you know,
Friend of firm prices, and fair profits, as his business will show.

Supplee, your friend and my friend, of many long years,
With hope to lead and faith to guide, he walks through the Valley of Shadows and Tears.
He knows what I know, he feels what I feel—the loss of an only son—
They were boys together. We have tried to say, "Thy will, Oh, God, be done."

What a host of these men, I might call them by name,
Toiling in life's vineyard, yet living with a higher aim.
Leaving sunshine in their pathway—scattering blessings as they go,
Making many lives the brighter, while they journey here below.

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RECENT TRADE PUBLICATIONS.

THE GOODELL CO., Antrim, N. H., are sending to their patrons a copy of their catalogue "C," included in the contents of which are table cutlery, carvers, butcher and miscellaneous knives, etc. The index of this catalogue has been made exceedingly plain and comprehensive, and the numbers of all goods have been placed on the margin of the page so that in running quickly through the book they are very readily seen. A great convenience to the dealer will be found in the fact that they have left a space for cost prices to be inserted in the dealer's private code. Bond paper has been used in the compiling of the book, which has been found to be the best for use in writing and erasures. The book is well printed and the clearness and general excellence of the cuts are very noticeable. The binding is flexible, but of extremely tough stock. The Goodell Co. state they will take pleasure in supplying Hardware and cutlery dealers with a copy of the above excellent work.

SIDNEY SHEPARD & Co., Buffalo, N. Y., have issued a neat envelope size pamphlet catalogue of thirty-nine pages illustrating and describing their Enameled Ware, which is made in two qualities, the Aetna and the Buffalo. The Aetna is a carefully assorted, high-grade, two-coat ware; the blue body coat, almost completely covered by the white mottling, giving a light grayish color. It is attractive in appearance, and tough and durable in wear. Their Buffalo Enameled ware is highest quality, four-coat ware, white inside, rich blue outside, mottled with pure white and a dash of green. They state their Enameled Wares are made by the Old German Process, of the finest materials. They also publish another pamphlet catalogue very much larger than the above, exploiting "Notable Kitchen Specialties" of their manufacture. This is a high-grade book and contains excellent half-tone illustrations of the articles exploited. Included in this book are the Improved Perfection loose bottom cake tins, which justify their name, enabling the housewife to remove her cake in perfect condition from the tin every time; the Savory Seamless Roaster, the great selling feature of which is the seamless bottom; self-sealing pie tins; shaker sifters; clean cut cake tins; Gilmore grater; Buffalo steam egg poachers and cereal cookers; double quick boiler, combination dippers, etc., etc. These books should be in the hands of all interested dealers, and will be sent upon request.

THE PORTER SCREEN MANUFACTURING CO., Burlington, Vt., have just issued their 1905 catalogue, which is very finely gotten up, being well printed on heavy coated paper, illustrated throughout in excellent half-tones. The book exploits their screens in a most attractive manner. All their doors are made of selected kiln dried pine. In hard woods the famous Vermont Birch and Maple are used exclusively. Only recognized brands of standard painted cloth cover Porter Screens. On their doors Numbers 842, 312 and 12, they use the rustless galvanized wire cloth. Each of their high-grade doors is sanded and smoothed after assembling; the inside edges of the panels are chamfered, and the edges of the wire cloth are covered with raised moulding mitred at the corners. Their large list of free delivery points is of special value to the buyer of less than carload lots and will be sent upon request. They make a specialty of Landscape work. They state: "The idea of painting scenes in color, true to nature, we believe, is original with us. The effects produced are beautiful, bringing out the details in each subject so perfectly one can see little difference between those painted on wire cloth and the same scenes done on canvas." Their landscape work should not be overlooked by the retailer seeking a trade winner having a good margin of profit. Some of the landscaped screens they carry in stock. Now is the time to secure one of their catalogues.

THE GLEN MANUFACTURING CO., Ellwood City, Pa., are distributing Supplement 2, exploiting their fences for lawns, schools, churches, cemeteries, public buildings, farms, etc., also folding mats, tree guards, hitching posts, etc. The supplement is a large pamphlet of eight pages 14½ by 10½ inches, finely printed and illustrated, accompanied by list prices. The "Glen" steel picket fences have been made for fourteen years and are extensively used throughout the world for protection and adornment. They are made in four heights and two sizes of rod—capable of seven different constructions, and of being erected on uneven as well as level surfaces—on stone walls or wood bases as well as in the ground, on wood posts and rail, or complete with their steel posts and rail. They cordially invite correspondence that they may submit definite quotations on the material required for any proposed fence. Send for above catalogue.

THE N. & G. TAYLOR CO., Philadelphia, Pa., have just issued "Ye Eleventh Arrow of Ye Second Quiver" as attractive and newsy as ever. Rufus the Roofer gives his son a quiet talk to the effect that "What is worth doing, is worth doing well," or in other words, in roofing a building, use the Taylor Old Style, and it won't be necessary to be continually apologizing for leaks, etc. Another interesting story is one entitled "The Adventures of the Rusty Roof," by Sheerluck Holmes. A clever verse is written to the metre of "In the Good Old Summer Time," presented with a few bars of music, which tells the sad tale of cheap roofing. The book closes with several very good testimonials, maxims, etc., and ends with the following suggestive simile: "Bees have been putting up their honey in six-sided cells for six thousand years because no better way has been found."

THE AMERICAN MANUFACTURING & NOVELTY CO., Inc., Erie, Pa., are the authors of a pamphlet illustrating and describing products of their factory, which are all included under the head of "Good Wood Goods." This comprises goods such as ladders, settees, lawn swings, household wooden ware, etc. Their line comprises many articles not mentioned in the above catalogue. They state that estimates on any articles in the Specialty Line will be cheerfully furnished. The material from which their goods are manufactured is carefully selected, and the work in every case is performed by competent workmen. The volume of business during the past year has been such, they state, that they have been compelled to greatly enlarge their plant, and install additional machinery, to be able to take care of their trade promptly. Their catalogue will be sent upon request to those interested in this line.

THE ATLANTIC STAMPING CO., Rochester, N. Y., have recently issued a very handsome catalogue, which they designate "Catalogue A," exploiting Atlantic high grade tin, copper and galvanized ware, manufactured by them. This includes such goods as tin dippers, bread pans, tin pails, wash boilers, dish pans, cuspidors, wash tubs, oil cans, refrigerator drip pans, galvanized measures, etc., etc. Each article manufactured by them is thoroughly tested and inspected, and, they state, their friends may be assured their goods are as nearly perfect as careful attention to details renders it possible to construct. They call special attention to the re-enforcement they use on their pails. The re-enforcement passes from the inside of the pail over the rim and under the ear, thus covering the side seam, re-enforcing the pail both inside and outside, and rendering it impossible for the ear to pull out. To apply to this catalogue they have issued their Number A. 1 Discount Sheet, which prices are current at time of publication, and subject to change without notice. They make no freight allowance on shipments of less than 100 pounds. The above literature will be sent upon request.

THE FRICK CO., Waynesboro, Pa., are the authors of a very handsome and attractive catalogue. They are manufacturers of Ice and Refrigerating Machinery, and in this catalogue, "Twentieth Anniversary Greeting," they illustrate in a measure, the methods of handling their work. They have used heavy coated paper in their catalogue and the printing and illustrations are exceptionally fine. Their system and machinery, they state, are their own inventions and protected by valuable patents. They guarantee absolute indemnity from loss by reason of litigation growing out of alleged infringements. They keep abreast of the times, and claim they are thereby enabled to manufacture the most up-to-date apparatus on the market through the constant making of new improvements and the taking out of patents or the acquiring of others by purchase. They state they build only the highest grade of machinery and of the most modern and efficient type—strong, durable, convenient, economical, symmetrical—and as everything is built on the interchangeable system, and every detail carried in stock, they solicit critical examination and exhaustive tests by competent persons. Send for their catalogue for all information on this subject.

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EASTERN HARDWAREMEN EXPANDING.

PROGRESSIVE PORTLAND CONCERN.

No Hardware store in New England and but few in the entire country have as large window displays as does the Edwards & Walker Co., of Portland, Me. The store occupies nearly a half block and has a frontage of 125 feet. This entire front is fitted with plate glass as is the side of their store which extends about 120 feet—making in all nearly 250 feet of windows.

During the past year the Edwards & Walker Co. have branched into other lines and have taken on two more stores, so that they now occupy nearly half a block. The store is well arranged—the street floor being devoted largely to retail, while the wholesale stocks are carried in the floors above. The main floor is finished in natural wood, with show cases, and shelving to match The ceiling is also hard wood, oiled and varnished—the entire combination being exceedingly pleasing. Among new lines recently added and found very satisfactory is sporting goods. The success of the Edwards & Walker Co. with this line plainly proves that sporting goods is a line for the Hardware store—and the Hardware stores are fast becoming the sporting goods stores here in New England as they have already in the west.

It may seem rather odd that down here in Maine, where the towns and cities are growing slowly, where the country is well developed and where the new building is going on very slowly, that two of the large Hardware concerns would be growing rapidly. In Bangor, Me. the old established Hardware house of Rice & Miller have recently doubled their store. This has been done by taking the store adjoining and cutting an arch through, and making a large double store. The business of this progressive firm has been growing rapidly—until the old store was positively outgrown. Both a wholesale and retail business is carried on, and now the two departments of the business will be kept separate—which will very materially aid in prompt shipments.

Rice & Miller's new store will be devoted entirely to the retail end, while the wholesale will be carried on from the old store—where orders will be laid out, the shipping will be done, etc. Wholesale stocks are carried in the floors above, as well as in a large warehouse, adjoining the railroad, and another warehouse directly in the rear of the new store. The new store of Rice & Miller is a model; being fitted with up-to-date plate glass show cases, hard wood shelving, and having large windows in the rear is especially light and attractive. The entire stock was moved and placed on the shelves in so quick a time that the regular business of the concern was not interferred with. The arrangement of stock is perfect, and this part of the new store was left largely to the employees—to whom much credit is due, especially Rice & Miller's head clerk, Robt. Burr. With their enlarged store Rice & Miller will now be in a still better position to handle their wholesale trade—and the good wishes of the firm's many friends in the trade go with them in their large store.

HAMMERNAIL.

A GOLDEN WEDDING.

On November 15, the president of the Glidden Varnish Co., of Cleveland, celebrated his golden wedding anniversary; and two days later, November 17, the event was still further commemorated by a banquet and theatre party given by Mr. Glidden to the employes of the company. Speaking of this event a Cleveland paper says:

"Good fellowship and good feeling between employer and employee was beautifully manifested on Thursday night at the Colonial Hotel, when Francis Harrington Glidden tendered his employees a banquet in honor of his fiftieth wedding anniversary, which took place on Tuesday. The feeling the employees have for their employer was shown in a neat presentation speech made by an employee in presenting Mr. Glidden with a large loving cup and a gold headed cane. The loyalty the employees have shown (some of whom are well along in years) to Mr. Glidden shows with what esteem this man has been held. About one hundred and fifty employees and their wives were present at the banquet, after which the party attended a performance at Keith's. Under the plate of each one present was a dainty card with a cut of an old daguerreotype, underneath which was the fitting phrase, 'When we were twenty-one.' A remembrance which speaks volumes for the employer to his employees."

*

A good man gone wrong attracts more attention than a bad man gone good.

For every dress that is a "poem" there comes soon or late the rag time.

In his heart every man holds the impromptu speech he will make when the unexpected testimonial is handed to him.

Some of us make such an effort not to do anything bad that we do fail to do anything good.

The witty man is the one who laughs at your jokes.

The to-morrow you are afraid of will soon be the yesterday you long for.—*Chicago Tribune.*

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C, and St. Paul Building, New York City.

PATENTS EXPIRED NOVEMBER 22, 1904.

373,433. DINNER PAIL. W. Bord, Green Island, and G. H. Ennis, Troy, N. Y.
373,464. COMBINED STEP LADDER AND IRONING BOARD. I. B. Mahan, Dunkirk, Ohio.
373,495. SASH CORD FASTENER. J. Rodgers, Pittsburg, Pa.
373,501. LAWN MOWER. F. Trump and W. A. Scott, Springfield, Ohio.
373,527. MANUFACTURE OF KNIFE BLADES AND BOLSTERS. G. Havell, Newark, N. J.
373,543. DOOR CHECK. S. Wallace, Washington, D. C.
373,560. KNIFE HANDLE. F. J. Kaldenberg, Tarrytown, N. Y.
373,561. FISHING ROD JOINT. T. Kirker, Belfast, Ireland.
373,774. DOOR CHECK. G. A. Howard, W. H. Hull and C. S. Black, Buchanan, Mich.
373,620. HINGE. W. H. Taylor, Stamford, Conn.

PATENTS ISSUED NOVEMBER 22, 1904.

775,378. PLANE. J. Muehl, Cleveland, Ohio.
775,379. SAFETY RAZOR. A. Muller, Merscheid, Germany.
775,398. WRENCH. F. Hachmann, St. Paul, Minn.
775,427. SCREW HOLDER AND DRIVER. C. Lusted, Sr., Lafayette, La.
775,463. MOP OR WIPER. H. O. Thomas, Harrisburg, Neb.
775,524. WINDOW SASH LOCK. J. Deggin, Cleveland, Ohio.
775,547. AUTOMATIC WINDOW CLOSER. H. C. Smith, New York.
775,561. CLOTHES PIN. A. C. French, Daingerfield, Tex.
775,593. SASH FASTENER AND LIFT. W. W. Bauman, Morton, Ohio.
775,663. SPRING CLAMP OR HOLDER FOR HOLDING THE LIDS OR COVERS OF PUDDING BOILERS, &C. D. MacFarlane, Scotstounhill, Glasgow, Scotland.
775,727. FISH HOOK. W. E. Koch, Whitehall, N. Y.
775,856. TACK PULLER. J. M. Ranck, Allegheny, Pa.

PATENTS EXPIRED NOVEMBER 29, 1904.

373,824. SASH HOLDER. C. P. Gay, Providence, R. I.
373,837. HINGE. J. Long, Asbury Park, N. J.
373,872. CORK SCREW. E. D. Williams, Boston, Mass.
373,919. AUTOMATIC CHEMICAL FIRE EXTINGUISHER. E. W. Beach, Buffalo, N. Y.
373,929. GAGE FOR SQUARES. T. J. Gillette, Syracuse, N. Y.
373,935. LAMP WICK. F. M. Lytle, Boston, Mass.
373,950. STOVE PIPE JOINT. C. H. Sweet, Lamar, Mo.
373,958. LAMP FOR DECORATING AND ILLUMINATING PURPOSES. J. H. Barth, Terre Haute, Ind.
373,970. WINDOW GUARD. G. Di Gaetano, New York, N. Y.
373,984. DOOR CHECK. J. W. Johnson and H. C. Brown, Jersey City, N. J.
373,985. SASH FASTENER. W. C. Johnson, Newark, N. J.
373,991. FISHING HOOK. C. D. Lockhead, Middletown, N. Y.
374,014. COAT AND HAT HOOK. F. Taylor, Lowell, Mass.
374,015. COAT AND HAT HOOK. F. Taylor, Lowell, Mass.
374,043. TARGET TRAP. F. C. Damm, Cleveland, Ohio.
374,063. TOOL HANDLE. W. H. Hammond, New Bedford, Mass.

PATENTS ISSUED NOVEMBER 29, 1904.

776,043. DUST GUARD FOR WINDOW SHADES OR BLINDS. J. C. Bahme, Allegheny, Pa.
776,046. SAFETY GAS BURNER. A. C. Carey, Boston, Mass.
776,088. WHEELBARROW TRAY. C. B. Rockwood, Saginaw, Mich.
776,109. GEARING FOR WASHING MACHINES. H. Cammack and W. J. Schoonover, Des Moines, Iowa.
776,152. CORK EXTRACTOR. L. Strohacker and E. Strohacker, Chicago, Ill.
776,153. DETACHABLE SPRING HINGE. J. D. Swacick, New Brighton, Pa.
776,162. JAR CLOSURE AND FASTENER. E. Abramson, San Francisco, Cal.
776,178. ARRESTING DEVICE FOR DOORS, GATES, &C. E. A. Guedeney, and E. E. Harles, Paris, France.
776,213. RAZOR STROP. G. C. Blasdell, Towanda, Pa.
776,245. DOOR SECURER. J. J. Huyler, Newark, N. J.
776,448. LUBRICATOR FOR HANDSAWS. E. Young, Jeffersonville, Ohio.

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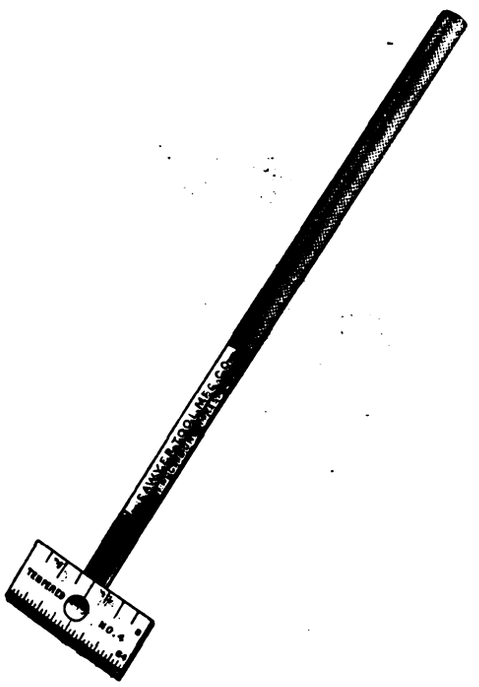
By some unexplainable carelessness in our Proof Reading Department, the advertisement of the New York Metal Ceiling Co. appeared in our Convention Number containing several errors. A corrected advertisement will be found on another page of this issue of HARDWARE.

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NEW GOODS AND SPECIALTIES.

ONE-INCH RULE, WITH HOLDER No. 2.

The Sawyer Tool Manufacturing Co., Fitchburg, Mass., are offering to the trade the one-inch rule illustrated herewith, having for its principal use, measuring in places where a longer rule

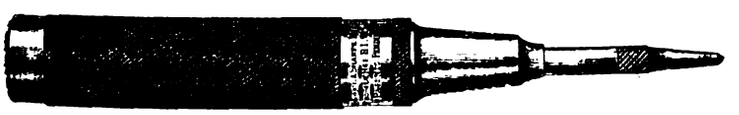


ONE-INCH RULE, WITH HOLDER NO. 2.

cannot be used, as in holes and cavities. The Rule may be swung at any angle with the holder, and will retain its position. It measures five inches over all. The rules are furnished in Nos. 1, 2, 4, 7, 8, 15 and 16 graduations.

AUTOMATIC CENTER PUNCH.

The Brown & Sharpe Manufacturing Co., Providence, R. I., are placing on the market the Automatic Center Punch, illustrated. In designing this tool every care has been taken to combine lightness and simplicity with durability. The various parts are proportioned to withstand the most severe usage to which a tool of this character should be subjected. It combines features that make it much more convenient and accurate for laying out work to be machined or drilled than the ordinary center punch and hammer. All parts are of steel, proportioned and adjusted to avoid liability of getting out of order. The parts most subject to wear are carefully hardened. The tool is self-contained, the striking mechanism being enclosed in the knurled handle, which is of such a size and form as to be conveniently held in the hand. It is about 5¼ inches long and 5/8-inch diameter. When following a line or establishing a point by the intersection of

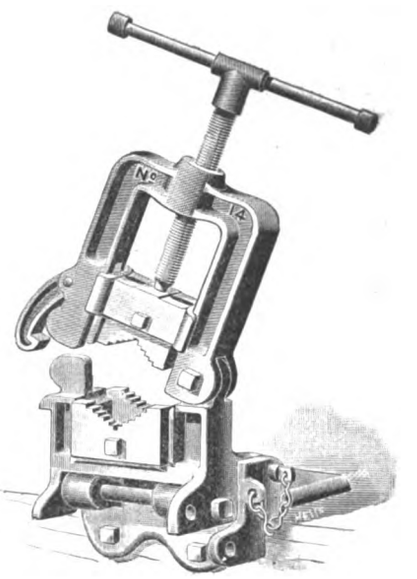


AUTOMATIC CENTER PUNCH.

lines, one hand can be free to guide the point or hold the magnifying glass end and, after the point is located, it is not apt to slip and lose the setting, as just a downward pressure of the handle releases the striking block and makes the impression. Another advantage to which the makers direct attention and which mechanics appreciate, is that the punch marks are all of uniform depth, therefore more easily and accurately followed than when of varying depths.

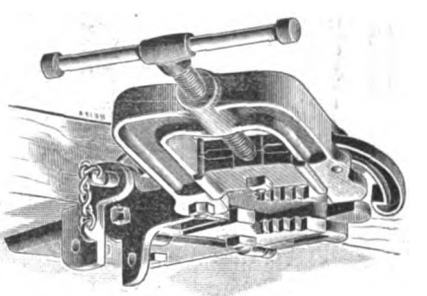
HENDERER'S DOUBLE HINGE VISE.

E. Henderer & Co., Wilmington, Delaware, are the manufacturers of the Double Hinge Pipe Vise, patented September 27th, 1904, now being placed upon the market. This vise was designed



HENDERER'S DOUBLE HINGE VISE.

by the inventor to replace the old style Angle Plate Vise. It can be used either vertically or horizontally, and is held in position by use of a taper pin, see illustration, thus avoiding the previous



necessity of removing from bench to secure either position. Though at present they are made only in the one size, it is the intention of the manufacturer to add thereto a smaller size within a short time.

BISSELL'S "CYCO" BEARING "ELITE" SWEEPER.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich., with Eastern office at 25 Warren Street, New York, are offering the trade a new construction in Carpet Sweepers, Bissell's "Cyco" Bearing "Elite," illustrated. The case of the "Elite" is entirely



BISSELL'S "CYCO" BEARING "ELITE" SWEEPER.

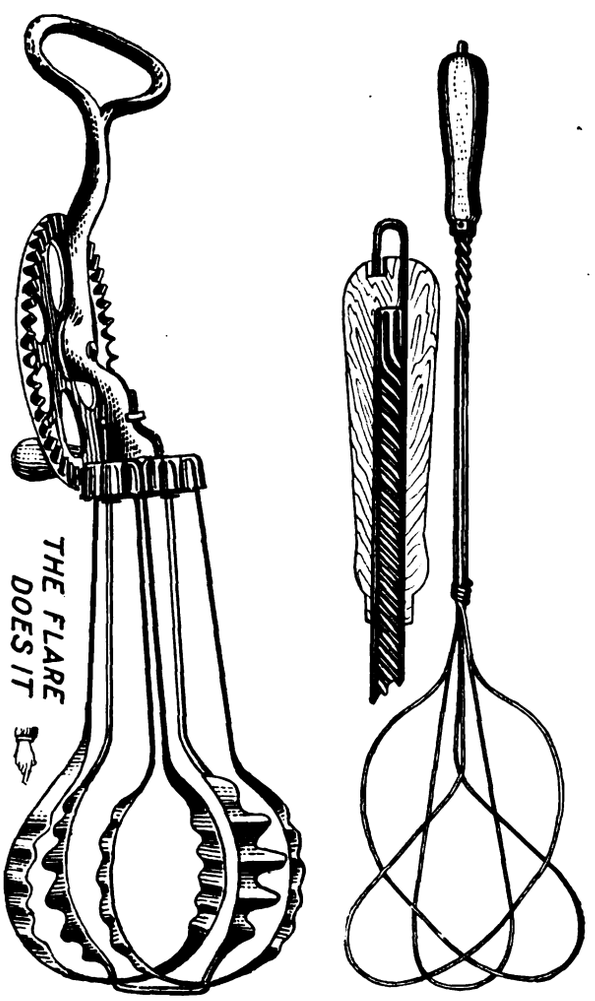
new in its shape, being oval, thus giving an opportunity to secure an artistic effect by using one continuous piece of veneer, and at the same time giving the Sweeper unusual solidity. The woods

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used in making the case of this Sweeper are of the choicest, it being made in Hungarian ash, antique finish, curly birch, Brazilian rosewood and curly maple. The bail and metal ends are also specially designed to harmonize with the artistic lines of the case, all the trimmings being full nickel. This machine embodies all the latest valuable patented improvements, such as "Cyco" bearings, dust-proof axle tubes, anti-raveler, reversible bail springs, metal handle fastener, etc. The price at which it is offered is very reasonable, considering its quality, and a large sale is anticipated. It is included in the concern's Christmas offer of "Cyco" Bearing Sweepers.

HOLT-LYON SPECIALTIES.

The Holt-Lyon Co., Tarrytown-on-the-Hudson, N. Y., are the manufacturers of the Holt's Improved Dover Egg Beater, which is one of the latest improvements on the "Dover" as originally constructed. The Beaters are larger by a third than some of the competing egg beaters now on the market. The dashers

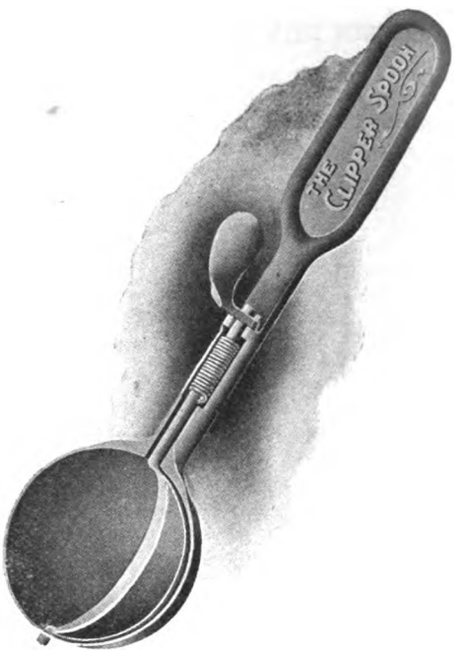


HOLT-LYON SPECIALTIES.

are made thicker, wider and more flaring in the design, and this is claimed as being an important improvement. They also make a Rug and Carpet Beater, which is claimed to be unexcelled in all the prominent characteristics that make a carpet beater invaluable; good material, durability and elasticity combined constitute it a good seller. It is made from the best furniture spring steel wire, tinned and provided with a hard wood handle with brass ferrule. It is made in four sizes, all to be retailed at a moderate price.

THE CLIPPER SANITARY ICE CREAM SPOON.

Giles & Neilson, Troy, N. Y., are the makers of the Clipper ice Cream Spoon, which presents a number of novel features, designed for its evident utility, and is shown in the accompanying illustration. It is intended to supply the demand from Druggists for the purpose of selling ice cream soda, for which the spoon is admirably fitted, and a patent has been granted covering all its claims. As shown in the illustration it is provided with cleaners, which, by a pressure of the thumb lever, revolve in the bowls, cutting the cream clear of the bowl when emptying it. The arrangement of the working parts is such that they can be taken apart by removing the thumb piece. As not a bol screw, gear or spiral is used in its construction, this makes it easily cleaned, and the spoon is kept clean in s sweetness. The cup and cleaner are made of white met corrosive, and the handle is of solid bronze and heavily

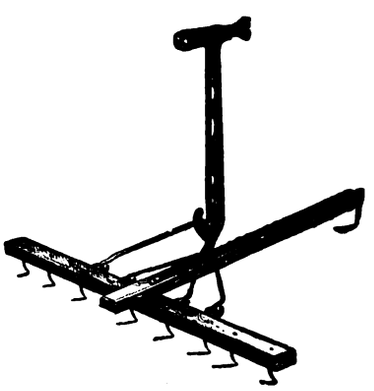


THE CLIPPER SANITARY ICE CREAM SPOON.

plated. Every spoon is warranted by the manufactur further particulars, address the manufacturers as above.

THE EXCELSIOR CARPET STRETCHER.

It will be interesting to those in the trade to learn that W. Montross, of Galien, Michigan, has withdrawn fro logue Houses his "Excelsior" Carpet Stretcher, which trate herewith, and because of this action he certainly the support of all Hardwaremen. The "Excelsior" str



THE EXCELSIOR CARPET STRETCHER.

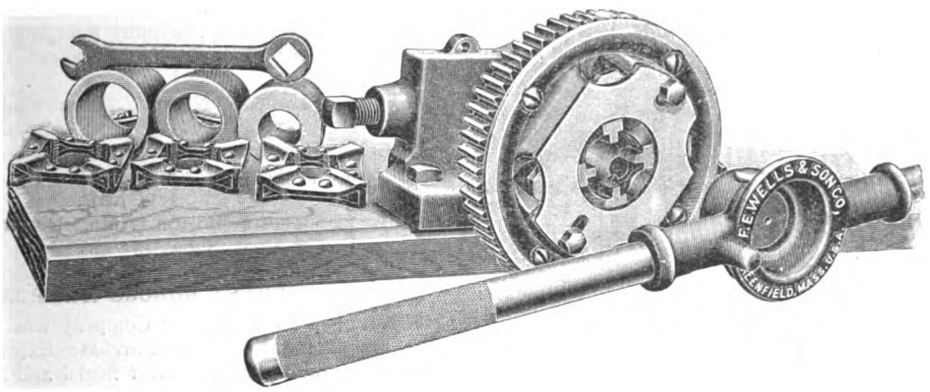
operated with great ease, and is a combination stre tack hammer. A glance at the accompanying illusti show how the "Excelsior" is operated and the extent t has removed the back-aches and profanity so freely pr the old-time article. It weighs only one and a half pou sold to dealers at a price permitting them to realiz profit.

"WELLS" PIPE THREADING MACHINE.

F. E. Wells & Son Co., Greenfield, Mass., are putt market a new pipe threading machine, as shown he threading one-inch to two-inch pipe. It is a very simp little machine, weighing about 45 pounds, that is used a hand die stock, only having gears to multiply the po one man alone can easily thread pipe that usually tak a hand stock. For sizes of pipe, below the sizes list chine one of the regular No. 1 stocks is used, which

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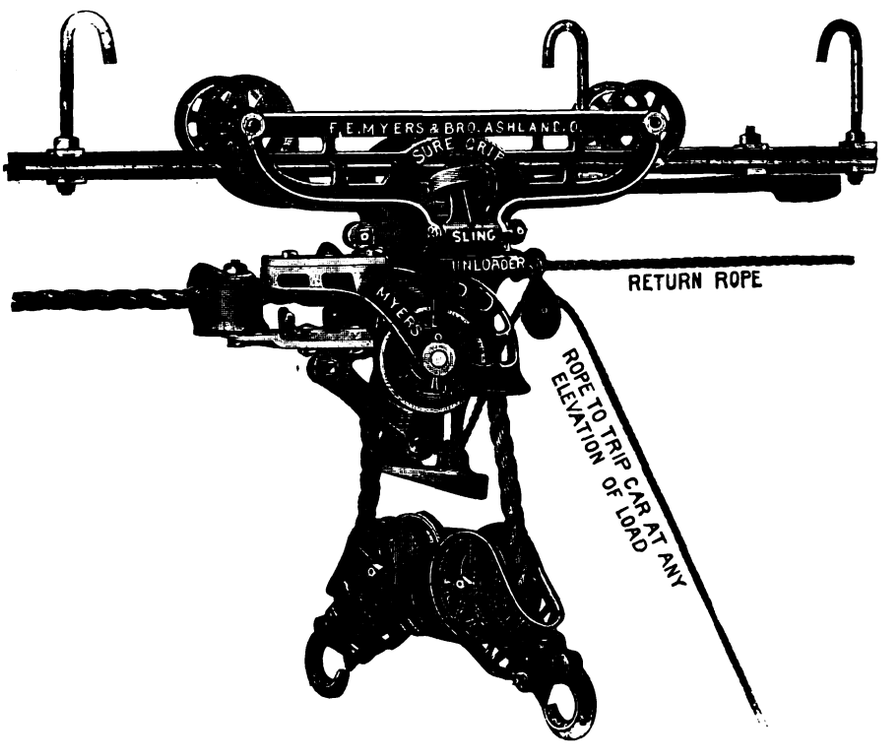
to the small pinion and is used for operating machine. This can be readily taken off and used as an ordinary hand die stock for above sizes. The die is held in the large gear, which has a threaded shank that screws into the main frame and acts as a lead screw to start dies. The pipe is centered by means of bushings the same as in an ordinary die stock, and is held from turning by two vise jaws on the back of machine operated by set screws. The gears are all machine cut and all castings are of malleable iron to save weight and give ample strength, even for the hardest usage. It can be bolted to either a bench or post and the vise, which is a part of the machine, can be used in the place of an ordinary pipe vise. The "Economy" dies, made by F. E. Wells & Co., are furnished with the machine, but any standard solid square pipe die will fit. The moderate weight and small amount of work permit its being sold at a low price that every one can afford.



"WELLS" PIPE THREADING MACHINE.

THE MYERS SURE GRIP SLING UNLOADER, WITH EXTRA LONG TRUCK.

F. E. Myers & Bro., Ashland, Ohio, are placing upon the market the Myers Sure Grip Sling Unloader, which has been rebuilt throughout. This machine, as now constructed, is so arranged that it elevates the load at right angles with the track, with a result that when the load is discharged in the mow it lays parallel with the load on the wagon, doing away entirely with the quarter turn of the load which has always been a serious objection on all other sling cars unless they use a separate attachment. The sling unloader is constructed entirely of malleable iron, is very heavy and of sufficient strength to withstand the hard usage to which such machines are subjected. The ordinary sling car is constructed to hold a certain weight load. If by chance the operator overloads the carrier, the result is that the rope slips through the lock. This has been entirely overcome on the Sure Grip Unloader, as it is so arranged that the tension of the rope lock is regulated entirely by the weight of the load. In other words, the heavier the load the greater the tension of the rope lock. The result is that it is impossible for the rope to slip through the lock. The Sure Grip Unloader operates automatically and is tripped by the sling pulleys striking a plate immediately under the machine. It is also arranged with a separate trip rope, by the use of which the load may be carried into the mow at any elevation desired without going entirely to the top of the barn. This is a great advantage when used in modern barns, which are built without cross beams, and saves a great deal of time and walking of the horse. This machine is built for use on their regular Double Angle Steel Track and for Wood Track. Trucks are extra long, so as to distribute the load on two hanging hooks at all times.



THE MYERS SURE GRIP SLING UNLOADER, WITH EXTRA LONG TRUCK.

RIFLE CLEANING ROD No. 605.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., is offering the rifle cleaning rod shown herewith. Instead of having a bristle tip, as in the company's No. 505 rod, this one has a brass wire tip, and is furnished in .22, .32 and .38 calibers. It can also be furnished on special orders in other calibers. The company has also added a line of Government cleaners in .22, .24, .30, .38 and .44 calibers, and on order it will furnish special calibers up to .50.

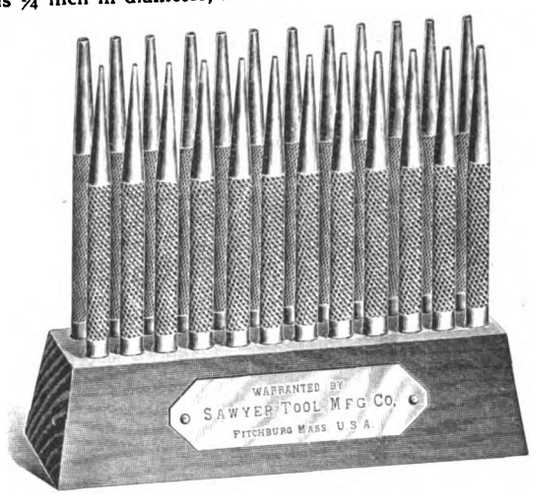


RIFLE CLEANING ROD, NO. 605.

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SAWYER NAIL SETS No. 1,522.

Sawyer Tool Manufacturing Co., Fitchburg, Mass., is offering the new and desirable pattern of Nail Sets shown in the accompanying illustration. They are made of the same quality of steel and treated by the same process as the company's nail sets No. 152, varying only in the diameter of the stock used in their construction. They are offered the Hardware trade to meet the demand for a popular priced set. The stock in the two smaller sizes is ¼ inch in diameter, and in the two larger sizes 5-16 inch.



SAWYER NAIL SETS NO. 1,522.

The illustration shows the excellent method of displaying the goods in the store. Every customer is furnished an ample supply of these nicely finished black walnut boxes, with the company's nickel plated plates guaranteeing the quality of the sets. The sets are made in four sized points: No. 1, 0.055; No. 2, 0.078; No. 3, 0.115, and No. 4, 0.130 inch.

AN INTERESTING BOOKLET.

A booklet recently issued by the Winchester Repeating Arms Co., New Haven, will be of special interest to every one connected with the Hardware trade, who includes in his stock a line of cartridges. It contains a description of a number of instances where cartridges have received very severe tests, by falls and fire, without exploding. A number of interesting illustrations are given. In sending us this booklet the Winchester Co. says:

"We were prompted to issue this booklet in view of the commonly existing misconception on the part of the transportation and fire insurance people and firemen as to the safety of handling and stocking cartridges and loaded shotgun shells. We have found where handling and stocking cartridges and shotgun shells is deemed dangerous that the belief is due to classing cartridges and loaded shotgun shells with bulk powder and other high explosives. This is an entire misconception of the properties and characteristics of the goods. In the introduction to the booklet, we have called attention to the difference between cartridges and loaded shotgun shells and high explosives in bulk, and, by tests which we describe, prove the truth of our contention.

"Since preparing this booklet, we have gone more fully into the subject of the action of cartridges and loaded shotgun shells when subjected to fire, and have compiled statistics which satisfy us conclusively that this class of goods is much less combustible than many other lines carried in the ordinary Hardware dealer's store.

"We wrote 1,322 dealers in metallic cartridges and loaded shotgun shells, asking them whether or not in their experience they had had any fire due to the explosion of metallic cartridges or loaded paper shot shells while in storage, and if they had had fires from this or any other cause, to state whether or not the fact that ammunition was in stock interfered with the firemen in controlling the flames.

"None of the parties written to had suffered from fires caused by the explosion of ammunition.

"One hundred and ninety-one dealers replied that they had suffered from fires, but that the presence of ammunition in the building interfered in no way with the work of the firemen.

"Thirty-nine dealers replied that they had had actual experience with fire, but made no reference to firemen.

"Seven had had fires, and stated that the firemen were somewhat afraid to approach the buildings on account of the fact that bulk powder and ammunition was stored in them

"The remainder of the dealers written to had never had fires and expressed the opinion that metallic cartridges and loaded shotgun shells were not as combustible a stock as many other lines of goods which they regularly carried."

NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The New England Hardware Dealers' Association will hold a convention at Boston on March 15th and 16th, 1905, at Hotel Vendome.

MARCH 15TH.

10.30 A. M. An Executive Session.
Election of Officers, etc.
1.30 P. M. Committee Assembly Reception.
2.00 P. M. Convention. Able Speakers on Timely Trade Topics.
6.30 P. M. "Ladies' Night." Promenade, Concert and Reception.
7.00 P. M. Banquet and Entertainment.
Prominent Speakers on National Subjects.

MARCH 16TH.

10.30 A. M. Guests Boston Auto. Dealers' Association at Auto and Power Boat Show.

HIGHEST HONORS AWARDED.

The National Cash Register Company was awarded the highest honors at the Louisiana Purchase Exposition. Two gold medals, two grand prizes, a silver medal and a special honorable mention were adjudged to the company's registers and exhibits by the World's Fair Jury of Awards.

The gold medal for cash registers in the division of Liberal Arts was first and most important of the prizes won in the world competition at St. Louis. A silver medal for electrically-operated registers was also given the National Cash Register exhibit in the division of Electricity—a recognition by the Exposition of a new field opened up by their inventors.

The National Cash Register welfare work for employes was also crowned by the World's Fair authorities with the greenest laurels in their gift. In the division of Education and Social Economy the gold medal for the exhibit showing greatest progress in factory buildings, sanitary working conditions, improved dwellings and general efforts for the betterment of housing conditions was awarded to the Company. In the same division, the grand prize for General Betterment Movements and Employers' Institutions for the benefit of employees was also adjudged to the National Cash Register Company.

The lecture illustrative of welfare work in the National Cash Register auditorium in the Palace of Varied Industries and the showing of welfare features at the main exhibit in the Palace of Liberal Arts were considered by the jury as part of the Company's educational exhibit.

The two other coveted honors won by the Company's main exhibit were the Grand Prize and Special Honorable Mention given for the best, most complete and most attractive exhibit in the Palace of Liberal Arts. In every department in which it made a display the National Cash Register was adjudged the highest honors.

No other manufacturing company was awarded so many and such unusual honors by the Exposition Jury of Awards.

"CO-OPERATION IS THE LIFE OF TRADE."

The J. Stevens Arms & Tool Co., have issued a new Christmas book in pamphlet form which will be particularly appreciated by the "Young Hopefuls" of the family, although without doubt will be found most interesting by all the other members, including the gentler sex, for the book advocates the use of a rifle or shotgun for everyone, and is entitled "Co-Operation is the Life of Trade." They state "Our price-protection co-operation policy strongly commends itself to retailers handling the popular, easy-selling Stevens Arms. Protection in the legitimate profit accruing from each individual sale, and the mighty impetus we give our line because of the thorough and aggressive advertising campaign waged in our mutual interests, are primary reasons for Stevens rifles, pistols and shotguns being 'Leaders' with the Hardware and Sporting Goods Trade." Their Christmas magazine advertisements, as illustrated in the above mentioned book, will appear in more than forty of the leading national publications and sporting goods periodicals, particulars of which cover four pages of their Christmas book. These forty publications have a combined circulation of upward of 6,117,204 copies, and, figuring at a conservative estimate of four readers to each copy, makes it possible for over 24,464,816 people to see their advertisements in the magazines. To realize the importance and extent of this advertising campaign send for a copy of their "Co-Operation is the Life of Trade."

NOT TO BE FOOLED.

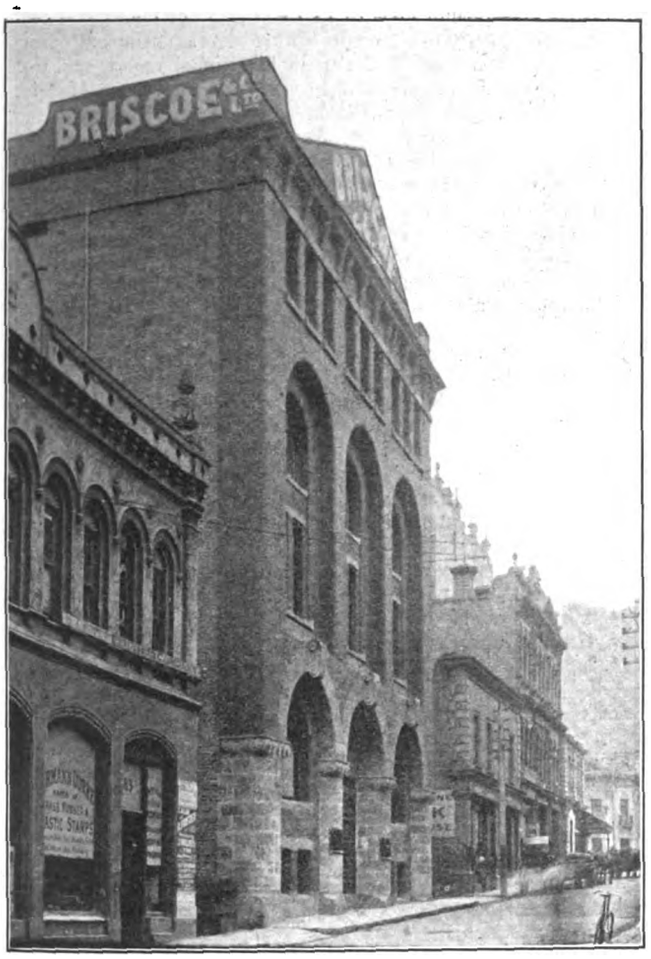
DEALER—Five pounds for this beautiful painting? Why, man, the frame is worth more than that.

CONNOISSEUR.—Yes, but not with that picture in it.—*London Tit-Bits.*

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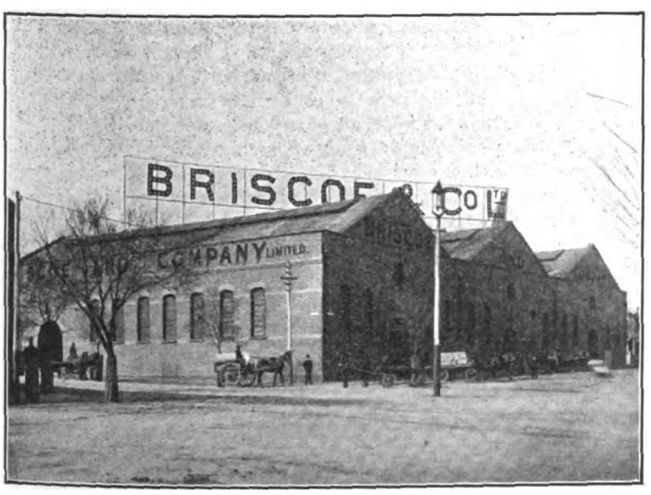
A HARDWARE HOUSE IN AUSTRALIA.

The business of Briscoe & Co., Melbourne, Australia, is older than Australia, than White Australia, at any rate. It was founded in Wolverhampton, England, by William Briscoe about the year 1750. The founder traded with South America, principally Valparaiso and Buenos Ayres, at which latter port the first foreign branch was established. A second warehouse was opened some time later in the island of St. Thomas, and a third later still at Kingston, in Jamaica. After a time the Buenos Ayres business was wound up, and the St. Thomas and Kingston businesses



NEW BUILDING OF BRISCOE & CO., MELBOURNE.

sold to the local partners, McDougal & Henderson. One of the Kingston employees, E. C. Blyth, emigrated to Melbourne in 1852, and commenced business as an ironmonger in Lonsdale Street. In the following year this business was taken over by William Briscoe & Son, as the English firm had then become;



BRISCOE & CO.'S IRON STORES, WEST MELBOURNE.

Mr. Brown, of Brown & M'Dougal, joining them and assuming the local management. A few years afterwards Mr. Brown retired, and his partner, Robert M'Dougal, succeeded him as managing partner. In 1862 they found their way to New Zealand, purchasing the business of Alexander Cairns, of Dunedin, which was carried on under the firm name of Arthur Briscoe & Co. Similarly in 1881, they bought the interest of J. A. Roberts in the Sydney business of Drysdale & Roberts, which was continued as Briscoe, Drysdale & Co. A second New Zealand branch was opened at Wellington in 1893, bearing the name Briscoe, Macneil & Co. About the same time Arthur Briscoe & Co., moving South, included Invercargill in their operations, and in 1899 Briscoe, Macneil & Co., reaching Northwards, opened a warehouse at Auckland. During the latter part of the last century the growth of the business was so rapid that it was deemed advisable to convert it into a company. This was done in 1900, since which all the Australasian branches have borne the title, Briscoe & Co., Ltd. The company is a private one, with its head office in London, the present directors being Wm. Arthur Briscoe and George Briscoe, both of London; Hugh Macneil, of Sydney, and Alexander Macneil, of Melbourne.

We illustrate herewith the new building, recently occupied by this firm in Melbourne. In it the American steel system of construction has been adopted, this being its first application in Melbourne to warehouse structures, although it is embodied in the Equitable Insurance Co.'s premises and a later building used for office premises.

Almost every modern apparatus for convenience, and for safety from fire is used in this building, which contains 480,000 cubic feet of space.

The second illustration given herewith shows Briscoe & Co.'s Iron Stores in Adderly Street, West Melbourne.

SOME UNCOMMON MINERALS.

"Cryolite, or kryolite, as it is sometimes spelled, is a salt containing both sodium and aluminum. Both of the latter and some of their compounds have been obtained from Greenland. Colorado and the Ural mountains produce it in limited quantities, but the largest and most available deposits yet found are in Greenland, near the west coast, and this region has been the chief, if not the sole, reliance of commerce," says the New York *Tribune*.

"Aluminum is made from alumina, the oxide of aluminum, and the processes of getting rid of the oxygen is called reducing. In this country the business is controlled by the Pittsburgh Reduction Co., which for a long time purchased its alumina from the Pennsylvania Salt Co., and the latter manufactured the article from cryolite, which it imported from Ivigtut, Greenland. At present, however, practically all of the alumina made in this country— at least, that which is converted into aluminum—is derived from an entirely different ore, bauxite, of which more anon. Still in the final separation of the aluminum and oxygen by the American system, cryolite is used as an important auxiliary. The alumina to be treated is dissolved in a bath of the Greenland mineral melted, and an electric current of enormous volume passes through the fluid. In this operation there is little or no waste of cryolite. It is the alumina which needs constant renewal.

"Caustic soda, or the hydrated oxide of sodium, much used in the industries, and especially in the production of lye for soap, was formerly made by boiling slaked lime with cryolite. But the Solvay and other modern processes of manufacturing soda from common salt—chloride of sodium—are now rapidly displacing that method. Again, the pure metal sodium is obtained more cheaply from cryolite than from other sources. Cryolite is a lustrous mineral, often of a pure or grayish white, but sometimes possessing a yellow tint. Combined with silica by melting, it is wrought into a glass resembling porcelain, and variously known as 'hot cast porcelain' and 'cryolite glass.'

"Beauxite, sometimes spelled bauxite, takes its name from the place where it was first discovered in considerable quantities, Beaux, France. It is now found abundantly in the southern part of this country. A few years ago Alabama and Georgia were the chief producers. But the supply in that quarter is falling off, while Arkansas is yielding bountifully and seems to have almost unlimited deposits.

DEATH OF R. K. CARTER.

Robert K. Carter, president of R. K. Carter & Co., New York, died December 2, of heart failure, after an illness of several months. Mr. Carter was born at Carter Hall, near Winchester, Va., March 12, 1839. He was educated at the University of Virginia, and also graduated from what is now Washington and Lee University Medical School. During the late Civil War he served the South as a surgeon in the Southern army. Coming to New York after the end of the war he entered the employ of Pattee, Yale & Macfarlane in 1866. Later he connected himself with the wholesale Hardware house of Bliven & Mead, subsequently Hart, Bliven & Mead. In 1870 he estbalished himself in business on his own account, that of buying goods for merchants in the line of Hardawre, Iron, Steel, Mill, Mining and Railway supplies. In 1891 a copartnership was formed with Frank R. Blauvelt, under the style of R. K. Carter & Co. The business was incorporated in 1900 under the same title, Mr. Carter becoming president, Frank R. Blauvelt, vice-president, and Alfred C. Greening, secretary and treasurer. Mr. Carter is survived by a widow and two children.

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DEATH OF JAMES H. WILLIAMS.

James H. Williams, founder and head of J. H. Williams & Co., died suddenly of apoplexy at his late residence, 6 Pierrepont Street, Brooklyn, Monday morning, December 5, there having been no preceding illness.

Mr. Williams was born at Fort Plain, N. Y., 59 years ago, and for some years he was engaged in the manufacture of axles there. About 1876 he came to Brooklyn and formed the Bliss & Williams Co., manufacturer of pressed tin and steel goods machinery, with E. W. Bliss, who was his cousin. In 1882 he withdrew, and later formed the firm of Williams & Diamond. On July 1, 1884, the business was moved to Brooklyn and re-established at the present location, on Richards, Bowne and Columbia Streets, near Hamilton Ferry, the style changing to J. H. Williams & Co., which has since been retained, and was incorporated July 1, 1895, Mr. Williams becoming president.

Mr. Williams was a public-spirted citizen of the highest character, and interested in religious and philanthropic work, but was exceedingly modest, never having sought publicity or public station. He was very domestic in his tastes and habits. He was a member of the Hamilton Club, Marine and Field Club and the Riding and Driving Club. He is survived by a widow, a daughter and two sons.

A MODERN STORE IN SOUTH AFRICA.

We illustrate herewith the interior of the Kimberley store of the P. Henwood, Son, Soutter & Co., one of the oldest South African Hardware firms. This concern has houses in Dublin, Maritzburg, Johannesburg and Pretoria, and at each of these sections the house of this concern is recognized as the leader. In these stores are carried a general line of Hardware and house-



INTERIOR VIEW.
P. HENWOOD SON, SOUTTER & CO.'S STORE.

furnishing goods, tools, implements and dairy supplies, office furniture and in fact everything that ought to be found in an up-to-date ironmongery establishment. They maintain headquarters in London, and their American business is carried on by Crossman & Sielcken, New York City.

IDAHO RETAIL HARDWARE AND IMPLEMENT DEALERS' ASSOCIATION.

Thirty of the largest Hardware jobbers and manufacturing houses in the United States were represented at a meeting of the Idaho Retail Hardware and Implement Dealers' Association held recently at the Natatorium, Boise City. Many of the houses sent their representatives a distance of 1000 miles especially to attend the meeting which was called for the purpose of settling differences between the retailers and jobbers. The conference was eminently successful, both from a business and social standpoint.

Those in attendance checked their hammers at the door and all was harmony within. At the conclusion of the conference the members of the association and their guests sat down to an elaborate banquet served by the Boston Lunch. President James E. Clinton, Jr., of the association, was toastmaster and in courteous but firm tone he compelled every man at the tables to declare himself. Kegs of nails were on tap and the display of glass was very alluring.

Representatives of St. Paul, Portland, San Francisco, St. Louis and Chicago Hardware houses were present and gave voice to their appreciation of the growing Idaho trade.

The Idaho Retail Hardware and Implement Dealers' Association was formed in Boise last July with a strong membership. The aim of the association is to provide conferences between its members as a body and the big jobbing and manufacturing houses doing business in this territory. Already a great deal of good has been accomplished by the organization and a much better understanding between the retailers and jobbers has be obtained.

The social feature of the association also tends to harmony a those dealers who absented themselves from the festive gath ing missed a royal good time.

WASHINGTON HARDWARE ASSOCIATION.

The sixth annual convention of the Washington Hardware A sociation was held in Tacoma on the 16th and 17th ult. It pro to be one of the most interesting and enjoyable meetings held. President H. D. Cowles' annual address was listened w.th close attention in view of its description of the present c dition of the association and its future development and opp tunities. Secretary A. C. Blake, in his annual report, said t the roll of the association contained forty-six names, nine of wh were new members. Mr. Blake urged the employment of assistant to the secretary, who could give his entire time to organization, canvassing non-affiliated merchants, tracing gri ances, etc. There are said to be about 200 Hardware mercha in the State, so that less than twenty-five per cent of them identified with the association. Special efforts were urged to roll as many of the Hardwaremen of the State in the asso tion as possible. Subsequently it was decided by the associat to adopt Mr. Blake's suggestion and engage an assistant to secretary.

A number of interesting papers were read and discussed, incl ing "Are the Hardware Dealers' Interests Properly Protected the Present Laws of the State?" by E. L. Minard, of Elm "What Benefit Does the Retail Dealer Derive from the S Association?" by Henry Mohr, of Tacoma; "How Should Credit Part of the Retail Hardware Business Be Handled?' N. H. Thedinga, of Seattle, and "What is the Most Effective W to Advertise the Retail Hardware Business?" by J. A. Peel of Seattle.

The following officers were elected for the ensuing year:

F. A. Ernst, Ernst Bros., Seattle, president.

H. W. Myers, Myers Hardware Co., Tacoma, vice-presi

N. H. Thedinga, Thedinga Hardware Co., Seattle, secretar

H. D. Cowles, Washington Hardware Co., Tacoma, treas

A. C. Blake, Munro, Blake & Haskell, Bellingham, membe Executive Committee.

Seattle was selected as the place of the next meeting.

One of the sessions was devoted to a joint meeting in w representatives of the Coast jobbing houses participated. conference was productive of much good, bringing about a b understanding between the two classes, who are evidently sirous of working together in harmony.

The local association of merchants of Tacoma entertainec visiting Hardwaremen at a banquet at the Tacoma Hotel o evening of the 17th. Mr. Mottet, of Hunt & Mottet, acte toastmaster.

♣

THE NATIONAL SUPPLY CO., Baltimore, Md., have forwa us a copy of their latest catalogue which is an exceedingly production of the printer's art. It covers their line of man ture including bolts, nuts, washers and rivets of every de tion. Their works are located at Curtis Bay, Md. The contains a comprehensive index; a tabulated list of all with prices, also gives a list of extra prices for special bolts. All of their bolts are cut U. S. S. thread unless or otherwise. All bolts, except countersunk heads, are mea under head to point. Countersunk head bolts are measured all. They request that orders specify whether cold punche and T., or hot pressed (black) nuts are desired. Beside above the National Supply Company manufacture a full li Furniture casters comprising Philadelphia, bed and plate neck, both steel and cast horn, porcelain shutter and d knobs, etc. Brass Goods, comprising hose pipes of all de tions, hose couplings of all sizes, compression bibbs all ground bibbs for lead or iron pipes, stops, and stops and w etc. Light Hardware, comprising Lull & Porter hinges, C pattern blind hinges, grindstone fixtures, cast iron hatchet hammers, harness, ceiling and clothes line hooks, awnin screw pulleys, stove pipe dampers and lid lifters, porch chest handles, barrel bolts, etc. Write for catalogues.

TIMES HAVE CHANGED.

"Oh, George," complained the young wife, "it was nearl night before you got home last night."

"Well, well!" exclaimed the husband; "you women inconsistent. Before we were married you didn't care ho I got home."—*Philadelphia Press.*

♣

The squalls on the sea of matrimony have never been so ous as to deter a woman from taking the last boat out. *York Herald.*

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Husband's Liability to Wife.

QUESTION: I sold a bill of goods to a woman upon her husband's credit, she representing to me that he would pay for them. Afterward when I sent him the bill he refused to do so, and notified me that his wife was not living with him at the time she bought these goods and that he had caused a general notice to be printed in several newspapers stating that he would not be responsible for goods bought by her on his credit. The wife had bought goods of me before and the husband had paid for them without question. Have I a right to sue him?

REPLY: If she had before purchased goods of you for which her husband paid that would tend to create a presumption of her right to buy on his credit similar supplies. On the other hand, if you contracted solely with and gave credit only to the wife, you cannot sue the husband, even though the articles furnished were necessary to the wife's support. The mere fact that the husband and wife are separated and live apart from each other would not necessarily preclude your recovering from him, even though he had given a general notice to all persons not to give credit to his wife. He would still be liable for necessaries furnished to her if she left him with just cause. Thus, where a husband deserts his wife or turns her away, or compels her by ill usage to leave him, he gives her a general credit and is liable to be sued for necessaries furnished her; but this liability would be confined to such articles as may be legitimately called necessary to her suitable maintenance and support and it would not exist in case the wife left the husband without just cause. In an action against a husband for necessaries furnished to a wife who lives apart from him, it is said to be incumbent upon the plaintiff to prove that the separation took place by reason of the husband's misconduct. If, therefore, you can show that the goods were necessaries, that they were furnished on the husband's credit, and that the separation was due to the husband's misconduct, you will succeed in your attempt to hold him responsible.

WHAT FOOLISHNESS.

The little book before us, "An Ounce of Prevention," is a very convincing reminder of the folly of being uncomfortable (to put it mildly) and running the risk of taking cold while driving in cold weather. Fact is, the horse has the best of it under these conditions—for he can exercise and keep warm. The little booklet referred to (as catchy and readable as it is brief) is one of the catalogues of the Chicago Flexible Shaft Co., makers of the Clark Carriage Heater, and illustrates heaters ranging in price from $1.75 up to $10.00—no difference in efficiency—just a matter of finish.

The argument in favor of a heater of this sort is, the heat is uniform—"just as hot at the end of a drive as when you started." Once upon a time our forefathers and foremothers used a piece of soapstone, which has the faculty of retaining heat longer than any other substance, without being too hot at the start—but they were a mere make-shift compared with this modern heater; by the time the traveler began to feel the cold (the natural heat of the body generally escaping) the soapstone got cold, too. Clark Heaters carry, in a drawer, a cake of Clark Coal, a compound substance compressed under 600 tons pressure, which burns 16 hours, and without flame, smoke or odor, or gas (they come in smaller sizes for shorter drives). It is made ready for the drive in about three minutes. The very simple instructions go with each box of coal.

The full sized cakes cost 75 cents a dozen, which makes the comfort of a day's drive cost one-third of a cent an hour—lots cheaper than the sure discomfort and the probable doctor bill, isn't it?

With these in view the heater becomes a paying investment and not only a luxury, but a necessity. All this explains why the Chicago Flexible Shaft Co. have been increasing their sales and their facilities right along, year after year. All their heaters are built to last and do good work, but some of them must be (judging by the photographs and specifications) decidedly ornamental for a handsome carriage. The company encloses a guarantee in every box of Coal. Seems like Clark Heaters are the sort of goods that suit the customers.

It's up to you—Is it not "foolishness" to be miserably cold the whole day's drive, and then have to pay a doctor for the privilege, when a Clark Heater and Clark Coal prevents it all and at such comparatively small cost. Wise dealers are "getting next" to the fact that their customers want this class of goods.

BISSELL'S NEW POSTER.

Always active in creating new advertising features to broaden and increase the demand for their product, the Bissell people have just gotten out a particularly pleasing and seasonable lithograph which they call their "Christmas Poster." Elegantly lithographed and rich in colors, it brightens any window or store in which it is hung. It has already been proven that this will be one of the



most popular posters they have ever brought out, and although but a few lithographs have been sent out as yet, the Bissell Co. have received requests from dealers for these posters in quantities to use for billboard posting, attaching their firm name on a separate sheet at the bottom of the poster. The "Christmas Poster" is 26 inches by 56 inches, and will be sent to any dealer by writing the Bissell Carpet Sweeper Co., of Grand Rapids, Mich., or 25 Warren Street, New York.

S. R. SLAYMAKER ADDS THE "SLAIGHT" LINE OF GOODS.

S. R. Slaymaker, Lancaster, Pa., has bought the entire business, machinery, patterns, tools, contracts, records, etc., of the Thomas Slaight Lock & Mfg. Co., of Newark, N. J., the oldest manufacturer of "Made to Order" padlocks in the United States, and who made a line of the highest possible grade of "Made to Order" padlocks for railroads, governments and corporations using special goods generally. These goods have been moved to Lancaster and will be manufactured by S. R. Slaymaker in a department which will be devoted exclusively to the manufacture of the Slaight locks, and this department will be under the supervision of the former superintendent of the Slaight plant, so as to continue in every particular the most excellent grade of goods made by the Slaight people. This line added to the line of "Made to Order" padlocks already produced as well as to the vast line of padlocks made for the general trade, enables S. R. Slaymaker to offer infinitely the largest and most effective line of padlocks for all purposes, on the market. The Slaight Co. also made Coach locks and Car Hardware generally. The manufacture of these goods will be continued by S. R. Slaymaker, and there will be practically no interruption to the supply of these goods to customers. Orders for the Slaight goods should in future be sent to S. R. Slaymaker, Lancaster, Pa.

John H. Graham & Co., 113 Chambers Street, New York, are their New York and Export Sales Agents.

THE ONONDAGA NOVELTY CO.

THE ONONDAGA NOVELTY CO., of Syracuse, N. Y., are the authors of an attractive pamphlet, which is their descriptive catalogue and list "G" of household conveniences. They request that all previous issues be destroyed and that this one be preserved for ready reference. Included in the contents are—convertible chairs and stepladders in several qualities, but all having the same principle; interchangeable oak tablet chair, which can be used as a desk, writing or luncheon chair or book rest; medicine and toilet cabinets, shoulder boxes, folding tables, mitre boxes, butlers' trays and stands, folding ironing tables and utilities for the laundry, folding clothes dryers, folding bed rests for invalids, folding knock down food safes in several sizes, etc., etc. For those interested in the above class of goods this catalogue will be found useful, and will be gladly sent upon application to the Onondaga Novelty Co.

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DIVERSIFIED STOCKS ESSENTIAL.

Many a house furnishing merchant after years of hard work and strenuous effort to progress finds himself making less money than he did during the first period of his career. He is at a loss to account for this and regards it in the light of a phenomenon, but there is really nothing strange about it. Two things would militate to such a condition. First, he may not be devoting so much attention to the business, or his trade may be drifting to more wide-awake competitors. That, of course, would account for his loss of business, but this feature we will not touch upon. The cause and remedy are too apparent.

What concerns us most in this article is the plight of that dealer who seems unable to increase the volume of his business and expand to the extent that his efforts would seem to warrant. We take it for granted that he has done all that mortal man can do to fill the field that lies at his door, but still his profits show a falling off. Now, why is it?

Well, at the start it is well to bear in mind that it costs more to transact a retail business nowadays than it did formerly. Time was when the customer paid very little attention to the general appearance of the store in which she shopped. Then price or quality was the sole consideration, but the gradual development of the retailing business along scientific lines has educated the consumer to demand better service and greater conveniences. Never was the convenience of customers regarded in so important a light as it is at present. Every effort is made to render the store attractive, and expenses for such a purpose which a few years ago would have been regarded as preposterous are now looked upon as a natural and highly necessary outlay. This, then, may be the second reason why our dealer's business appears to be going backward.

One of the features in retailing which has come to be recognized as of the highest importance is quick service. No longer is the time of the customer looked upon as of little importance. The old method of allowing one to wait five or ten minutes for change is becoming obsolete. Just as the central wrapping desk has been replaced by wrappers in each section of the house furnishing department, so the modern method of retailing is turning individual cashiers, in place of allowing all the cash to go to a central office. The purchaser of a can opener or some other trifling article is apt to be seriously annoyed if called upon to wait six or seven minutes for as many cents. And such conditions are accentuated during the holiday season and other rush periods.

But attractive interiors and the installation of quick service features cost a great deal of money. So if a dealer's yearly profit is to increase this outlay must be compensated by increased returns and a largely augmented volume of trade.

The healthy business *grows*. And if your business is healthy it will grow sufficiently to take care of all legitimate expenses. But you must give it room to grow. That is the point we've been trying to arrive at through all this preamble. You must let your business broaden in order to meet the additional cost of running it. For every added expense there should be an added source of income. In a word, you should "branch out."

The big department stores succeed because they handle many lines under one roof with one set of expenses. Your house furnishing store should be operated on the same principles. No merchant is living up to his opportunities who is not working toward the goal of a department store. Perhaps your establishment is a small one to-day, and you are carrying twenty different lines of house furnishings, you have enameled ware, wooden ware, tinware and all the others up to twenty. But sometimes you have had requests for goods you do not handle. These requests have increased as time passed, but by and by they stopped entirely. That was because you have at last told all your customers that you did not carry such goods, and they have gone to buy them elsewhere. Now what should have been done was this: Just before the number of requests reached high water mark you should have had on sale a line of the goods asked for. But you didn't, and so you lost a chance to make a profit, to say nothing of permitting your customers to go elsewhere. Then you wonder why your profits do not keep pace with expenses.

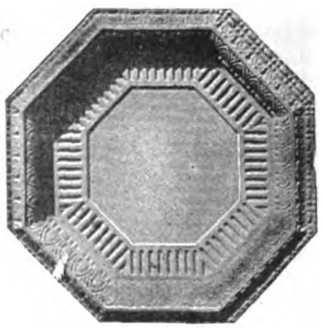
What you need is more lines, so you can supply a larger share of the wants of your customers. No matter how high your percentage of profit may be, you've got to have *volume* to reach that excess of sales over expense which is what you are in business for.

You need something you can talk about in season and out—that appeals to every family in your community—that sells at all seasons—something to put in the show window—to advertise with—something that will help swell both sales and profit. You need a more diversified stock. You need to "branch out."

HOUSE FURNISHER

NEW YORK METAL CEILING CO.'S NEW CATALOG

The New York Metal Ceiling Co., 54 West Twenty-f Street, New York, have issued one of the handsomest and exhaustive catalogues that has been brought to our noti Artistic Metal Ceilings, Mouldings, Borders, Freizes, Side Patterns, etc. It is their catalogue G, and is well wort preservation. It is called "A Thing of Beauty is a Joy ever." Various combinations of the most artistic character, are obtained by combining one or more patterns, are sho this profusely illustrated catalogue by graphic cuts of ever



sible combination of design. The harmony of design an fection of detail are in every instance such as appeals t appreciative taste, and worthy of being perpetuated in son else beside sheet metal. The possible combinations of th ous patterns is almost limitless, and very many patterns hav gotten up with a view to their desirability in this wa meet the demand for a ceiling decoration more artisti sheet metal, the company have placed upon the marke Combination Ceiling. These ceilings, which are fire and proof, having a base of prepared plaster combined with a element, permits of the casting of pieces in large slabs abc an inch thick and often containing ten square feet or n



each piece or section. These are so prepared they ma any depth of relief desired, artistically undercut with p any selected style of decoration and made to fit the r ceiling may be advantageously made up entirely of this sition, or it may be made part of embossed sheet metal of composition. The company say there is no use to wh ceilings have given such perfect satisfaction as in their tion over old plaster ceilings. This can be done withou ing the old plaster, causing no muss, making little or no in much less time than it would take to replaster.

ILLINOIS RETAIL HARDWARE DEALERS' ASSOC

At a meeting of the Executive Committee of the Illin Hardware Dealers' Association, held at Peoria, Novembe was decided that the annual convention should be hel city February 14th, 15th and 16th. No hotel is to be l official headquarters, which they think will prevent the tortionate rates being asked. The convention will be Turner Hall, in which space for exhibitors can more t arranged for. A precedent will be established by havin ber of papers read by experts, not necessarily Hardwar but who will be paid for their services. A discussion o matters, besides those of Catalogue House competition need a more diversified stock. You need to "branc *House Furnisher.*

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OUR BRITISH LETTER.

(By our Special Correspondent.)

LONDON, Nov. 25, 1904.

PREPARATIONS FOR CHRISTMAS TRADE.

English ironmongers have learned a lesson from drapers, grocers and storekeepers who have devoted much attention to Christmas trade during recent years. They have gradually discovered that there is something in this season business after all, and slowly yet surely have become accustomed to the annual preparations which give trouble and sometimes disturb ordinary business, although they create new trade and help to swell the cash returns which are normally low during the weeks preceding Christmas. It is curious to note the preparations already begun and to see how hardwaremen, with thoughts usually concentrated upon iron goods of very prosaic types, now give attention to the light and tasty articles offered in fancy goods warehouses. The makers of sundry fancy goods report good enquiries for novelties, and the factors who handle many American sundries speak hopefully of a fairly prosperous time within the next few weeks. Metal toys and working models, which are selling freely, are chiefly imported from Germany. Some of the new goods are of warlike character, including models commemorating episodes in the war going on between Russia and Japan; and miniature war vessels, torpedo boats and forts are much in demand.

THE ABANDONMENT OF THE PROPOSED C. O. D. IN GREAT BRITAIN.

The frequent mention of the proposals of the Postmaster-General, who is very anxious to introduce a system of cash-on-delivery parcels post into the postal arrangements, may be a little wearisome to your readers, but it is a question of importance, constantly brought before retail ironmongers of Great Britain. So far the opposition of retail traders' associations has prevailed and Lord Stanley, for a time at any rate, has withheld the introduction of c. o. d. in the inland postal districts. Lord Stanley, however, is so convinced that the system, which has been adopted in France and other continental countries with success, is calculated to prove a boon to the community at large, that he has consulted India and British Colonies with the intention of instituting a c. o. d. postal system between Great Britain and these far-off parts of the Empire. There are indications that c. o. d. will be welcomed, and that colonists will see visions of the possibility of securing small articles from the old home, at English prices—plus the postage—as well as being able to obtain novelties and sundry articles of the latest English fashions. If Canada joins in the scheme the U. S. A. catalogue houses may to some small extent suffer in consequence, but it is scarcely likely that any material difference will be experienced by the retail traders and storekeepers in the States.

THE SECOND EXAMINATIONS UNDER THE AUSPICES OF THE I. F. A.

It will be remembered that last January the Ironmongers' Federated Association held an examination of assistants in Manchester. It was a successful trial attempt to raise the tone of ironmongers' assistants and inspire a desire to know more about the trade by granting certificates of proficiency to those who were able to pass the required standard. Next January the second examination (of a long series it is hoped) will be held in London, and the examination board of the I. F. A. has just issued a syllabus, together with amended rules for the examination. The new regulations contain several important points. The compulsory groups of subjects have been simplified, at the same time the standard of proficiency has been raised. The importance of technical knowledge has been well kept to the front, and the ironmongers of the future encouraged to study the mathematical side of their trade, in order that the application of that science may be helpful in securing accuracy of measurement and calculation of cost. The reports received from the general secretary of the I. F. A. are very encouraging and it is anticipated that the second examination will be still more successful than the former one. A number of assistants have already given in their names as candidates, and special efforts are being made by the members of the different local ironmongers' associations, in order to secure the attendance of assistants from many different parts of the country. The examination board will receive the support of the London Ironmongers' Association, whose president, Mr. Alderman Pond, is a strong supporter of the examination scheme, and will do his utmost to make the examinations which will be held in London in January a complete success.

ALTERATIONS IN GUN PROOF MARKS.

According to recent regulations made by the Guardians of the London and Birmingham Proof Houses several new marks have been adopted, in order to bring the existing proof marks into line with present day requirements. The chief features in connection with the marks consist in the introduction of a special proof mark applied to barrels proved for use with nitro powders. The new mark consists of the letters "N. P." surmounted by an arm dexter armored holding a scimitar, also a mark used by the Guardians in connection with nitro powder consisting of the letters "N. P." surmounted by a crown. The mark adopted by the Birmingham Guardians as a definite proof mark has also been somewhat modified, and now consists of the letters "B. P." surmounted by a crown instead of the former mark consisting of two crossed sceptres surmounted by a crown, the initials being placed in the angles. Great care is now exercised in order that foreign barrels proved in England may be properly attested, and also much publicity has been given pointing out to traders the principal marks adopted by Belgium manufacturers and gunmakers in other countries. During recent years wholesale forging of the marks of the British Gunmakers' Company has been carried on by continental manufacturers. Heavy penalties are attached to the importation or sale of gun barrels bearing the forged marks of either the Birmingham or London Proof-house. The law demands that any single barrelled gun or revolver must be stamped with the proof mark upon the barrel at the breech end, and that double barrelled guns must be proof marked on each barrel or breech-loading section. The two principal marks are those defined as provisional proof and definite proof.

THE GAS EXHIBITION AT EARL'S COURT.

The Gas Exhibition which has been arranged at Earl's Court, London, will be held from Nov. 19th to Dec. 17th, is likely to be a very successful affair. It will be held under the auspices of the Institute of Gas Engineers, and will include interior lighting appliances, such as incandescent burners and fittings, as well as public street lighting. Heating by gas will be fully dealt with, also the use of gas as a motive power. I am informed by the promoters that upwards of two hundred well known firms have taken space, and that their exhibits will be of an exceptional character. Special invitations have been issued to all the ironmongers of the United Kingdom, so many of whom are interested in this branch of the Hardware trade. The number of new types of burners and incandescent fittings which have been launched upon the market since the Welsbach Company led the van some years ago, has been truly marvelous. Ironmongers realize that this business means money, and are not slow to investigate every good thing which seems promising or appears to be worth taking up. They will have many chances of doing this with beneficial results during the next few weeks. The sale of gas cookers and even of fires has been lost to the Hardwaremen of this country, owing to the nominal cost of hire granted by gas companies. Yet there is a little business in the agency way still being done in several localities where ironmongers have arranged co-operative schemes with the local gas companies for the mutual benefit of gas-maker, stove manufacturer and Hardware dealer

RECENT LEGISLATIVE ACTS.

Not many matters which have engaged the attention of British legislatures during the year 1904 have any special interest of retail ironmongers. There are, however, two or three important Acts which materially affect the interests and well-being of Hardwaremen and other retail dealers. The Act which provides for the hall marking of foreign plate is important. It secures British manufacturers from the possibility of any close imitation of their marks, and provides a definite hall mark which must be stamped upon all plate imported into this country from abroad. The marks denoting its foreign import are clear and distinct, and will be readily understood by every buyer of silver plate. The Weights and Measures Act which has recently been made law makes it possible for retail Hardwaremen to purchase weights and measures stamped in Birmingham and other places of man-

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ufacture without the necessity for having them re-tested and stamped locally. Hitherto it has been necessary for retail tradesmen to send their weights and measures to the local inspector, each county claiming the right to stamp the weights and measures used therein. By the new Act weights and measures stamped by any legal authority may be used in any part of the United Kingdom. The Shop Hours Act 1904 has caused much discussion and is likely to be brought into active use in many localities where one or more tradesmen have insisted on keeping their establishments open to the detriment and inconvenience of others. The new law provides that upon the representation of a certain proportion of the members of any one trade a compulsory order may be made by which the hours may be limited, and a half holiday provided one day in every week. Doubtless these Acts will work well and tend to promote the common welfare of retail traders.

THE TYPES OF DEALERS.

When the hurrah days of the cycle trade passed away, and were succeeded by the period of stress and strain that begun in 1897, great changes took place in the personnel of the retail army. Those who were drawn in by the lure of fabulous profits withdrew, and were followed by many of the older type of dealers—the poorly equipped financially forming the bulk of them. In course of time those who were left were composed mainly of two classes: Those who had the business ability and the money to face the storm until such time as they could add other seasonable and profitable lines, and those who hang on to the business for much the same reason that the man clung to the bear—that they were afraid to or could not let go.

These two classes still comprise nearly all there is left of the trade. The dealer of the first type is usually a man of substance and standing in his community—a solid citizen, a successful merchant, who often has a sung sum laid aside. But he long ago ceased to be a cycle dealer exclusively. He has added other lines of merchandise, first as side lines, then, frequently, as main lines, until they formed his staples, finding a sale from the beginning of January until the end of December. Bicycles become more or less a subsidiary article, depending on the degree of popularity still retained by cycling in the town.

Whether or not the cycle is given a fair show in his establishment depends to a considerable extent on the feeling the dealer entertains toward it. Sometimes he regards it with disfavor, holding that it is no longer a money maker, and should t be shelved. At other times it is looked upon with favor affection, and pushed just as hard as the selling capabilit rant. Whatever effect an encouraging attitude can have or the increase of riding is produced by this class of dea it is undoubtedly productive of much good; just as an at indifference tends to make matters worse than they wou wise be.

To a greater extent than most people imagine the fu provement of the business is in the hands of this class o By caring for their present limited clientele in the best manner and waiting for a turn of the tide, meanwh everything possible to bring it about, they can accomplis deal. Their other lines, meanwhile, will keep the po But the cycle should not be treated as if it were pe withdrawn from public favor; rather should it be look suffering from a temporary eclipse which may pass aw time.

It is just as easy for a dealer of this sort to lead publ as to follow it. If he should become imbued with the l the approaching season is to be a good one he can do m way of promulgating that belief and in putting it befo tomers in such a way as to arouse interest, if not to ins A few well chosen words dropped casually to Jones o that effect is seed dropped in good ground. A little l riding begins again, he can confide to customers who buy other goods that Brown and Robinson have decid up cycling again; that they have ordered machines, and have been talking of doing the same thing. It is astoni an effect all this will have on others.

In short, if, instead of damning the bicycle by faint p praise at all, dealers would talk cheerfully and hopef cling, tell what is being done, point out how many really riding in spite of the general impression to th they would accomplish a great deal of good.—*Bicycle*

Catagorical.

Said a muscular Moslem of Muscat
To his cat, Cat, you can't catch a muskrat,
And when it is plain
That a cat can't obtain
A muskrat at Muscat, cat must scat.

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REVIEW OF THE MARKETS.

WIRE NAILS.—Large and well assorted orders for stock have been a regular thing for some time at the mills; the trade is evidently stocking up, anticipating another advance in this leading commodity. The time limit on these orders has undoubtedly caused many of them to be booked in anticipation of the wants that would naturally be felt after January 1st. The trade is fully prepared for an advance and are apprehensive of its early arrival. Some of the independent mills are already quoting for carload lots, rates 5 cents per keg higher than regular quotations. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent for cash in 10 days:

Carload lots	$1.70
Less than Carload lots	1.75

New York.—On account of the anticipated advance in price the local trade have not waited, but have been steadily stocking up with a month's supply at least, as very few nails in large quantities are needed in January. The market is a firm one, with quotations as follows:

Single carloads on dock	$1.84
Small lots from stores	1.95

CUT NAILS.—The market is a firm one for Cut Nails, with the understanding that if an advance in price takes place in Wire Nails, Cut Nails will immediately be advanced to the same figures without waiting for any meeting. It is referred to that one of the mills outside of the association has already advanced it to $1.75 base, in carload lots, upon learning that other mills were virtually out of the market from excess of orders. Quotations are as follows: $1.70 and $1.75 for carload and less than carload respectively f.o.b. Pittsburgh.

New York.—Cut Nails are selling uniformly with Wire Nails and in about the same quantities, with a moderate demand. Quotations are as follows: Carloads on dock, $1.84; less than carloads, on dock, $1.89; small lots from store, $1.95.

BARB WIRE.—The demand keeps up remarkably well, as the trade believes an advance will be made before long in this active staple. Prices are firm for delivery in 60 days only. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.85	$2.15
Retailers, carload lots	1.90	2.20
Retailers, less than carload lots	2.00	2.30

SMOOTH FENCE WIRE.—Trade still keeps up with a steady demand, ordering in good volume in anticipation of an early advance in prices. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

Jobbers, carload lots	$1.55
Retailers, carload lots	1.60

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

WOOD SCREWS.—At a recent meeting of the Associated Manufacturers of Screws the former prices were reaffirmed. The market for screws is in better shape than it has been for some time.

RIVETS.—Iron and Steel Rivets have been advanced in price 5 per cent by the Associated Manufacturers, and the goods are held firmly at the advance.

HEAVY GOODS.—The trade has been looking for advanced quotations on these goods, lying as they do, so close to the raw material, but the market is a firm one without definite advance, beyond the withdrawal of all special discounts.

SHEET ZINC.—Under date of the 26th ult. a further advance in the price of Sheet Zinc is announced to $7 per 100 pounds in 600-pound casks, f.o.b. mill, subject to the usual discounts.

CLOTHES WRINGERS.—An advance of from $1 to $2 per dozen has been made on Clothes Wringers by the Manufacturers, owing to the higher prices prevailing in the market for rubber.

CORDAGE.—The following prices represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12 to 12½
No. 2 Manila	10¼ to 11¼
Pure Sisal, 7-16 and larger	9½ to 10
No. 2 Sisal, 7-16 and larger	8 to 8½

LINSEED OIL.—The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....42 cents per gallon.
In lots of 5 barrels or more.....41 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE PHILADELPHIA TRADE.

The volume of trade in November has exceeded expectations and we think the total in the Philadelphia jobbing trade will exceed the records of November, 1903. Whatever may be our feelings in regard to the result of the National election, there is but little doubt that the election was the settling egg broken into the coffee. It has clarified and settled the whole situation. Uncertainty is apparently at an end and the whole country has seemingly made up its mind that "There is a good time comin'," which we hope will prove to be true. The market is reflecting the general condition and advances in price are announced almost daily, while extreme quotations on other lines are rapidly withdrawn. The Copper and Brass Market is in an excited condition and all goods of this nature are much affected. The advance in Nails and Wire is, of course, well maintained, and rumors of further advances are current. It is to be hoped that the feeling of buoyancy will not run too high, for conditions do not appear to justify a sensational advance, and we believe that a safe and prudent course is more likely to bring satisfaction in the end. The general trend of trade is now in the direction of holiday goods, and Skates, Sleds, Carvers, Pocketknives and fancy goods are in urgent demand, and it is gratifying to see that consumers will apparently have the money to spend this year for such lines.

THE CLEVELAND TRADE.

The meeting of the National Hardware Association recently held at Atlantic City seemed to the writer to have fully justified the wisdom of those who organized it. The principal manufacturers of the country met the jobbers through whom their goods are distributed and discussed what had been the antagonisms of the past and parted as friends. Both sides are represented by broad-minded, capable men. The audience and occasion eliminating the thought of selfishness gave the opportunity of seeing ourselves as the other side sees us. Nothing better could be devised to accomplish an important purpose. Then the meeting of competitors, the friendly and manly discussions helped to modify the cruelty of competition and had an important educational influence in the ethics of business. Competitors became men and friends of each other in place of fiends and enemies, both among jobbers and manufacturers. Conservatism overruled radicalism. Wise measures were commended and unwise ones disproved. "Thou shalt not" without good and sufficient reasons given, is never enunciated, as one negative vetoes any measure. Such a body of men coming from every State and section prominent in character, in ability and wealth, acting in unity are not inconsiderable in importance in their influence on the business of the country. The importance of such a gathering could hardly be overestimated.

The question of improved conditions is no longer in doubt, but the question of continuance, making genuine prosperity, is the perplexing problem. Our depression was not severe enough to very deeply impress a conservative spirit, so that much depends upon the wisdom of the large manufacturers. The smaller manufacturers who have been extremists in making low prices, are now extreme radicals in their desire to make extremely high prices, hoping to repay the loss of profit during the depression. They seem to choose to depend upon speculation for their success, rather than a legitimate business, hoping to escape through

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Metal Ceilings

will be more evident from a study of our **Large Catalog.** *Write for it.*

Designs appropriate to every kind and class of structure.



Sanitary

walls are as necessary as sanitary plumbing.

Enametile

is the best and most sanitary wall. Is made of metal enameled.

Like ceramic tile, but better because lighter; does not crack, and costs about **one-third** as much. Hard to detect difference.

Plates bedded in cement, no lap joints; no nails. Endless variety of patterns, colorings and sizes.

Suitable for wainscoting, wall or ceiling.

Write for ART PORTFOLIO, showing Enametile in colors.

NEW YORK METAL CEILING COMPANY,

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the boom and panic with a gain. The iron and steel business is too important to be managed in this way, and this is clearly understood by those who control the larger interests. The business of the country owes this class much, for their conservative action in the past and are hopeful on that account for the future that we may have some years of continued prosperity. What the country needs is not a speculative condition, but a legitimate business, and the large corporations realizing this, is our promise for the future. THE LOCKWOOD-TAYLOR HARDWARE CO.

THE OUTLOOK IN CLEVELAND.

Even the near approach of December and January, the season of the year when the Hardware trade is dullest, the prominent Hardware concerns here have experienced no decrease in business. The probable reason for this is that buyers in expectation of an advance in prices have hastened to make purchases fully three months earlier than they regularly do. This is true in all branches of the trade and the demand for screen doors, wire nails and other things which have never been great at this time of the year, has assumed surprising proportions. The retail dealers as well as the wholesale men report a big season, with the volume of business larger than ever. The fact that this has been Presidential year has had no effect on the Cleveland Hardwaremen. The Columbian Hardware Co. has moved all of its local offices to Chicago and will only operate its foundry in Cleveland. This action caused the discharge of about ten clerks, the rest of the office force being taken to Chicago. The Cleveland Hardware Co., with offices and factory at 1300 Lake Street, reports a busy season and general prosperity. The Cleveland Hardware Co. is having hard work to fill all of their orders, which were unexpected at this time of the year. Mr. Lockwood, of the Lockwood-Taylor Hardware Co., has just returned from the Convention at Atlantic City, and is ready to get back to work with renewed vigor. Mr. Lockwood is full of enthusiasm over the big increase in the Hardware business this year, and his plant certainly looked as if it were pressed to its fullest capacity. The Bingham Hardware Co. is steadily enlarging its wholesale trade and is holding its own in the retail trade. Mr. McIntosh, of the McIntosh-Huntington Co., said that the business of his company has never been better than at the present time. The Taylor Boggis Co. also announces a big season in all departments.

THE INTERSTATE PRESS ASSOCIATION.

THE PITTSBURGH TRADE.

Pittsburgh and vicinity is suffering from lack of rain. The rivers are so low as to be useless for boating except in the pools of our incomplete slack water system. At this season of the year the great need of carrying through to completion the improvement of the Ohio River is most obvious and the matter is again being pressed upon the attention of the Congressional Committee having it in charge. The coke interests are also suffering for lack of water, as they require large quantities in quenching the fires, and some plants have been compelled to suspend operations for this reason. Another effort is to be made by our Congressmen to get the government to take up the building of a canal connecting Lake Erie and the Ohio River near Pittsburgh. This is an old project which has been allowed to lie dormant for several years, but Mr. Dalzell will try to revive it at the coming session of Congress. The Holiday season is upon us again and the retail stores are making a grand display. Our working population are pretty well employed, but it has been only recently that this is the case, so that the holiday purchases are not likely to be as large as those of several years past. The improved condition among merchants continues and every one confidently expects a big year in 1905. LOGAN-GREGG HARDWARE CO.

THE CINCINNATI TRADE.

As the time approaches for the wind-up of the year's business, the results are generally forecasted among the Hardware Jobbers as showing but little profit on increased volume of business done. The expected further increase in the price of wire and nails precludes any orders being taken except for immediate consumption. That a large consumption of wire and steel goods will be met in 1905 seems to be a well-founded expectation, and that it will show itself as a commercial year and not a year for large crops is also predicted. The planters and farmers had not only larger crops, but better prices were obtained than for several years past, and from weather conditions at present and for several months previously existing, are expecting and fully prepared to meet a poor year for them in 1905. The young wheat, already damaged by a drought not experienced in half a century, its growth being stunted and meeting with the present sleety Winter weather, the poor crop is already assured. The South is holding pig iron at 50 cents higher in price than the Cincinnati

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

market, claiming they will not sell for less than $14.00, seeming to feel assured of the future requirements of the Steel Corporation. Mr. Berger, of the Krause Hardware Co., says the tone of the market is a strong and healthy one, and while he is not over sanguine about the showing for the profit side of business for 1904, the year of 1905 bids fair to materially make up any deficit in profits 1904 may show.

THE CHICAGO TRADE.

Since our last communication we have been very busy taking our annual inventory, which we have now got through with in good shape; we have cleaned up our office and store space and are making most active preparations for the Winter and Spring trade. Our salesmen were never more enthusiastic and we never had so many future orders at this season of the year since we have been in business. The late advances made in Pig Iron, Steel Billets, Nails, Wire, Sheet Steel, Galvanized Iron and other goods have had a tendency to make both jobbers and retailers as well very anxious to have all the orders taken as possible at present low prices, which are still prevailing on most articles in the Hardware line. Personally we have every reason for believing that our company will have the largest trade next year that we have ever enjoyed and we have bought a great many goods, as we have every confidence in the worth of goods at present prices. Our new partner, Robert C. Bialy, is very much enthused over prospective business and is fast making friends among our Western acquaintances. WELLS & NELLEGAR CO.

THE SAGINAW TRADE.

The Fall trade in the Saginaw Valley has not been up to the usual volume, but since election business has improved somewhat. The firmer tone of iron and steel has given courage to manufacturers to run their plants longer hours. Sugar factories are busy converting beets into sugar, and as price is higher than a year ago, the profits will be much better. The collar factory, tool factory, rule factory, piano factory and others are running on fair orders. The thermometer has dropped below freezing and seasonable goods are therefore in great demand. We look for a fair business for 1905. MORLEY BROTHERS.

THE MINNEAPOLIS TRADE.

Business is good with us and we think it is generally so. There certainly is an excellent outlook for the coming year for the Northwest, and we believe for the country at large. We are glad to see prices stiffen up a little and believe there will be further advances on a great many of the goods that are being sold at exceptionally low prices. We think the building operations for 1904 will show up very favorable with any year we have had, and believe the prospects for next year are better, as there is already considerable large work being considered. Minneapolis is growing and the business of Minneapolis is growing. Reports of the bank clearances, December 1st, are way beyond that of any year. Among the retail Hardware trade we think, generally speaking, the price arrangement is working very nicely, as we hear very little complaint and generally there is not much difficulty in straightening matters up when dealers' attention is called to the matter. W. K. MORRISON & CO. (Incorporated.)

THE ST. PAUL TRADE.

Conditions in our territory are good in all sections, where crops were fair, but in those where the crop was poor the trade conditions are very bad. We are glad to see an upward movement in goods. It has a stimulating effect on trade, everybody feels that advances are justified by the enormous business in sight, and are willing to pay advanced prices, believing the general prosperity means higher prices—surely the prospects for 1905 are good, and we expect them to materialize. Every one will have work and all will be happy.

We are pleased that the market is looking upward; with the advances which have been made on Tin Plate, Nails, Wire and Sheets, it certainly ought to prove to the trade that the demand is exceeding the supply. If rumor is to be credited, then the consumption during the first half of 1905 will be the greatest in the history of the country, as the writer has just returned from the East, where he received a strong impression that higher prices will surely prevail and the man who buys now will be a sure winner.

In our territory everything looks quite favorable to a good year in 1905. HACKETT, WALTHER, GATES HARDWARE CO.

THE DAVENPORT TRADE.

If good roads, fine weather, abundant crops, high prices, plenty of money, and perfect confidence are all that is necessary to make business prosperous, there can be no doubt as to the present and immediate future of the favorable Hardware conditions in this vicinity. SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

The usual early Winter lull is now due in California, but it has not yet arrived, and may not. From all along the city's retail Harware line, now that eleven months of the year's business is in sight, trade expansion is the dealers' verdict. Like as was found the report at S. J. Dean's Hardware Store, so at all the other stores the expression was to the effect that the current year's business has either been as good as was the banner year of 1903, or better, and all seemed agreeably expecting early advances in prices and counting not only on another year of splendid trade, but four years more.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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In the four-year-old Star Hardware Co.'s store last evening, December 2d, Manager H. P. McPherson said: "Our business rounded out satisfactorily the first year, and the second showed a very material gain; the third was an improvement on the second of within a fraction of 20 per cent, and now, with the returns of the good month of December of our fourth year yet to some in, we are already ahead of our third year fully 25 per cent."

At the twelve-years-old Hardware, Tools and Stove house of John P. Brownlee expansion in all lines carried is distinctly visible. This store's business has steadily progressed from its inception, the year now in it last month's inning being already well ahead of the best of its preceding years. It is located in the St. Nicolas, one of the city's large, first-class hotels, and has two principal street entrances, extending from Market Street to Hayes. Mr. Brownlee remarked last evening along a line the HARDWARE correspondent has been hearing discussed in trade circles considerably of late. It related to furniture and carpet dealers, the larger houses that have recently added stoves to their stocks in trade, selling on the dollar monthly instalment plan, a first payment of one dollar being accepted.

For fifteen years B. A. Slocum, of Chicago, hustled about among retail Hardware dealers throughout several of the Western States east of the Rockies as traveling salesman for the Norris & Loring Hardware Co., of Cedar Rapids, Iowa. A little while ago this gentleman arrived in San Fransisco with his wife, having left his home in the big Windy City for the betterment of her health, and it will undoubtedly be pleasing news to his many friends in the trade beyond the mountains to learn, not only that the wife's health is improving, but also that within the last fortnight Mr. Slocum has found an agreeable business connection with the progressive South Side Hardware house of Bennett Bros., No. 35 Sixth Street. In response to a question regarding his impression of San Francisco, Mr. Slocum said he liked San Francisco, but from reading customs reports and bank clearings of the country's large cities he had thought, before coming and seeing, he would find 'Frisco a bigger city than it is. To which I replied:

"'Tis not Frisco's stature that makes her great,
But the greatness of her name."

INDUSTRIAL PRESS ASSOCIATION.

THE GRAPHITE TRADE.

So far as the graphite business is concerned, like most other industries, it has fallen below the output of 1903. The shrinkage in business has been due, very largely, to conditions that we are all familiar with and which affect many lines of business that run side by side. For instance, the tie-up in the building trades lessened the demand for graphite paint for steel structural work and affected foundries, which, in turn, ordered fewer crucibles and foundry facings than they otherwise would if they had had their usual demand for brass and iron goods. While we cannot say that similar conditions will not prevail during 1905, we certainly have no fear, and we look forward to the continuation of good business.

JOSEPH DIXON CRUCIBLE CO.

RECENT TRADE PUBLICATIONS.

THE AMERICAN LAVA CO., Chattanooga, Tenn., have sent us a treatise published by them in pamphlet book form on "Lava for Mechanical and Electrical Purposes." This lava, used universally in the manufacture of gas tips, and extensively in the electrical arts, is not a natural product of volcanic origin. The material is baked at a temperature of about 2,000 degrees, and is unaffected by any subsequent temperature short of that heat. It fuses with difficulty under a strong blast flame, and, they claim, has no superior in withstanding the electric arc. It is only dissolved by hydrochloric acid and is not affected at all by other acids or by alkali. From the information gained by the careful perusal of the above mentioned book, it is evident that there are many opportunities for the use of Lava outside of electric insulation. It being acid proof, and they claim, superior to porcelain and glass in heat-resisting qualities as well as in strength, and being turned cheaply in moderate quantities, without the cost of dies or molds, it is for many purposes the most practicable of the materials possessing any of the above qualities, while no other material now in use cobmines them all. As compared with wood, horn, fibre and compositions of rubber, etc., it is frequently cheaper, and they claim, always better. As compared with mica, lava lends itself to a large variety of shapes in which mica cannot be employed. The American Lava Co. state they will gladly send a copy of their book upon request.

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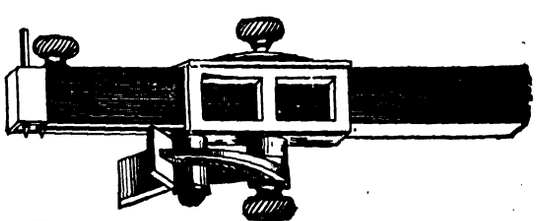
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Winslow's Adjustable Face Marking Gauge

It's unique. Discriminating mechanics are enthusiastic over it. Handy? That's why it sells so quickly. Display it—give your customer a circular—the sale is made.

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Mossberg Wrench Co.

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The ORIGINAL Star Safety Razor

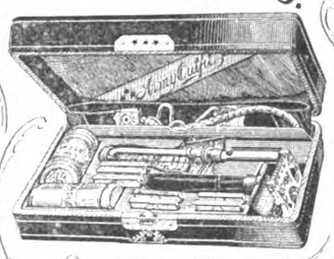


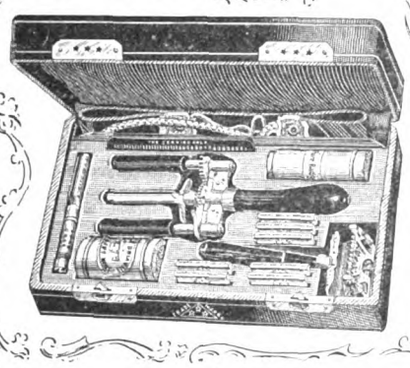


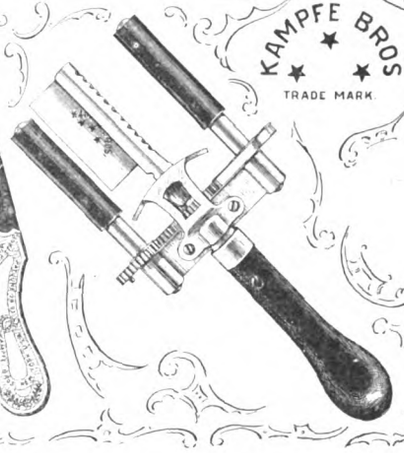


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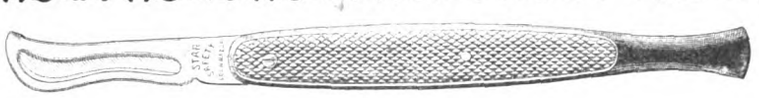


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"Star" Safety Corn Razor

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With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

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CONVENTION IMPRESSIONS.

We have received the following letters:

C. A. WHITWAM.

(President Canadian Wholesale Hardware Association.)

In reply to your valued letter of the 26th ult., would say that I should judge that the recent association meeting, held at Atlantic City on the 16th, 17th and 18th ult., was a grand success. Firstly, as regards the large attendance, coming as they did from all parts of the United States, from Atlantic to Pacific; secondly, as to the free and animated discussions of the various subjects brought up for consideration, and, thirdly, the harmony, united action and confidence which is sure to follow such a representative meeting.

One or two questions especially were worthy of notice. One was the "Special Brand" and another the "Mode of Distribution." The former question, "The Special Brand," had its supporters as well as those who were opposed, and certainly strong arguments were advanced from each quarter, which were worthy of much thought and later action. In discussing the latter question it would appear to the writer that the greater weight of argument, both among manufacturers and jobbers, was in favor of manufacturers selling to the jobber, and the jobber in turn confining himself to the retail man. From the manufacturers present we learned that the percentage of the volume of their business as done with catalogue houses was indeed very small, and many were ready to drop distribution in that direction altogether, which must have been very gratifying to the jobbers and retailers present.

The several meetings, both the business during the day and the social in the evenings, were full of profit and pleasure, and well repaid those who attended for their time, trouble and expense.

As one of the Canadian delegates, I would say that our thanks are especially due to President Bigelow, Secretary Fernley and the other members for their courteous attention to us.

J. HARDY.

(Secretary-Treasurer of the Canadian Wholesale Hardware Association.)

Replying to yours of the 26th inst. as to my impressions of the recent convention of the National Hardware Association of the United States at Atlantic City, I beg to say that I think the association during the last year has mde considerable advance in its business.

I was greatly impressed with the discussion of catalogue houses. We are not troubled to any great extent with this difficulty in our country, and on the few occasions where difficulties have arisen we have endeavored to have them straightened out by a conference between the catalogue houses and the representatives of the manufacturers and jobbers. In the United States the catalogue houses have made such great advances and have become so large that the proposition of inducing them to obtain an adequate profit is a very large and comprehensive one, but I have no doubt by exercise of tact and discretion on both sides the matter can yet be settled.

The discussion as to trade marks and special brands was of considerable interest to me, as it has never been discussed in our association. There is considerable to be said on both sides, and the members of the Canadian Wholesale Association with whom I have discussed the matter seem to be in favor of the continuation of the trade marks and special brands as being a protection to the jobbers.

I think the object of the association in holding annual conventions is a very good one as it enables both manufacturers and jobbers to get into close conection with one and other and discuss trade matters on a little different basis from that on which they are usually discussed when the traveling representatives of the manufacturer is only present.

The representatives of the Canadian Wholesale Hardware Association look upon the conventions as great educators and I think they would be very sorry to not be able to attend same.

M. L. COREY.

(Secretary National Retail Hardware Dealers' Association.)

It was certainly a great meeting and one result I believe will be to promote more extended harmony between the several classes of trade and each will extend more charity when disposed to complain about individual transactions that may appear to encroach upon the others, I also believe that the catalogue house question is better understood, and that manufacturers realize that there is as much danger in the success of this system for them in the future as there is for us now under present conditions.

CHARLES D. CLARK.

(Clark, Quien & Morse, Peoria, Ill.)

Two things impressed me at the Atlantic City convent First, the apparent desire on the part of the manufacturer t adjust his methods of doing business that it would accomm his customer, the jobber, and the determination on the part o jobber to protect the retailer in a reasonable profit on his s also that the retailers, who are so ably represented by their mittee, were willing to allow the jobber a fair margin as lor he continued to confine his sales to their legitimate channel, to distribute his goods through the retailer, recognizing the that the jobber could easily extend his trade to large purch among the consumers. The desire seemed to be to get toge harmonize all interests and make the business of the manufa er, jobber and retailer a profitable one to all. Second, the an on the part of buyers to get their orders entered on all le lines at once, before the advance in price which all felt was to come, and there was an immense tonnage booked in a very way during the convention, and everyone believes that 1905 be a good year for the Hardware business.

T. G. WALTHER.

(Of Hackett, Walther, Gates Hardware Co.)

ST. PAUL, MINN., Dec. 3, 19

GENTLEMEN—Since returning from the meeting of the Nat Hardware Jobbers held at Atlantic City in November, I have thinking whether your readers would be interested in some observations at that meeting.

There was a goodly number of people present—about hundred—made up of Hardware jobbers, manufacturers and representatives. They all had a good time, renewing acquaint and making new ones, but throughout the days at every me of both the manufacturers and jobbers, where there was bu being done, the effort was to do good to all in the trade. quetions were: How can we be benefited, also, how can we our customers? This holds good by the manufacturer and j both.

Of course, the course is right, as every concern gets it blood (money) from and through his customer. The resul already apparent, due to the work of the Executive Committ both bodies, but will become more so as time goes on. Ma the most prominent manufacturers have agreed that the method to dispose of their goods is from manufacturer to j from jobber to retailer, and from retailer to consumer, a the effort made is toward that end.

As a jobber I can say that we must and do protect our and we will use our best effort to see that the retail trade i tected to all reasonable extents. The representatives of t tail association, Mr. Bogardus and Mr. Grove, expressed selves that they were well pleased and that the meeting s to have been called to help the retailer. The Jobbers' Assoc is the retailers' best friend and I hope that all retailers w consider it.

THE PERFECTION RADIATOR.

The Perfection Radiator, manufactured by Levi Hey & Rochester, N. Y., is designed upon scientific principles, com controlling and utilizing the waste heat bound to arise from or furnace. By the arrangement of its tubes, every parti heat is brought in contact with its radiating surface, com breaking up the current of hot air found in the center smoke pipe, and while it does not alter the draft of the ch to any marked degree, it establishes a circulation, drawi cold air towards it from all parts of the room, and contri greatly to the warmth and comfort of the space it is desi heat. No special style of stove is required to use in conn with this Radiator, nor is any great amount of skill necess install them; simply remove a section of stove pipe, pla Radiator in its stead, and enjoy the results. An adjoin upper room may be thoroughly heated by running th through the wall or ceiling, attaching the radiator and th turning the pipe to chimney. A furnace may be made to de its work, as the great loss of heat in the smoke pipe can be by running the pipe up through the house, connecting with a ator in the room above. The "Perfection" line is made i a variety of styles and sizes and at such a wide range of p to bring it within the range of all.

"Dad," said little Reginald, "what is a bucket shop "A bucket shop, my son," said the father, feelingly, "a shop is a modern cooperage establishment to which a man a barrel and brings back the bunghole."—*Town Topics.*

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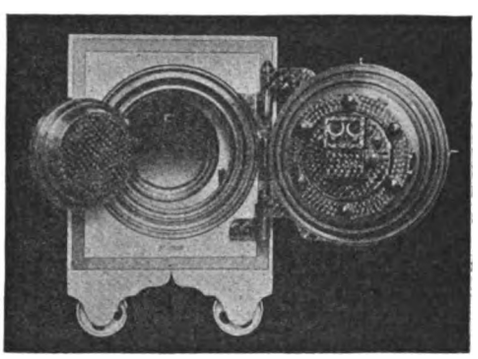
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Our materials and workmanship are the best that can be produced.



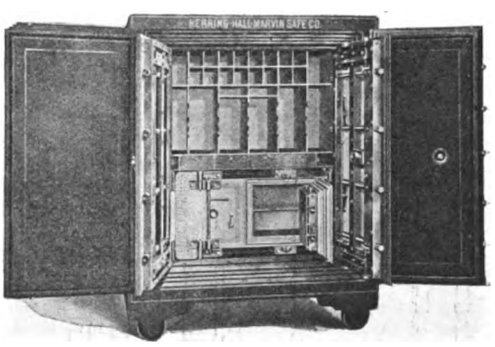
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Correspondence solicited.



NO. 692

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Allegan, Mich.—I. A. Brown has leased the Dryden building and will engage in the Hardware business under the style of the Allegan Hardware Supply Company. Mr. Brown has been at the head of the Hardware department of the Grange store for the past seven years.

Brier Hill, N. Y.—W. R. Allen has opened up a full stock of shelf Hardware. He has recently thoroughly renovated his store to conform to the needs of the Hardware business.

Buffalo, N. Y.—Standard Hardware Lumber Co. has been incorporated; capital, $100,000. Incorporators and directors for the first year: K. F. Kremheder, A. W. Kremheder, William F. Wendt, Buffalo, N. Y.

Camden, N. J.—B. Gilpin Smith Company has been incorporated. Agent in charge, William D. Lippincott; capital stock, $50,000. Incorporators, B. Gilpin Smith, Bernard G. Waring and William Waring. The company is to deal in lumber of every kind, Hardware, lime, hair, cement, plaster, brick, stone, tile, slate, etc., and will be located at 33 North Second Street.

Castile, N. Y.—A new Hardware store under the firm name of The Grieve Hardware Co. will open the first of January. The firm is composed of George A. Grieve, George A. Grieve, Jr., and W. I. Green of Pike, the latter having been conducting a plumbing, steam and hot water heating and general repair business here for the past year.

Flint, Mich.—A new Hardware store to be known as Gundry & Perry has been opened in this place.

Milwaukee, Wis.—The Weinsheimer Hardware Co. has been incorporated. Capital stock $15,000; incorporators, Adolph Weinsheimer, Robert Freihube and Edwin Kraws.

Nashville, Tenn.—The Sapp Hardware and Furniture Company, of Lauderdale County has been incorporated, capitalized at $7,000, incorporated by C. J. Sapp, W. B. Sapp, J. W. Sanford, H. D. Colls and W. G. Lynn.

New York, N. Y.—Jacob, McInerney Company of New York City has been incorporated (Hardware). Capital, $25,000, and directors: A. N. Jacob, Charles Wellbrock and Martin McInerney, of New York City.

New York, N. Y.—The R. W. Jameison Company has been incorporated to deal in Hardware; capital, $5,000. Incorporators: Charles Angell, C. W. Jamieson, Belle B. Jamieson, New York.

Nicholson, Pa.—The Hardware firm of Ed Ace has been changed to that of Ace & Terry.

Oaklandon, Ind.—J. C. McConnell has purchased a Hardware store in the place.

Scranton, Pa.—M. J. Eagan has opened up business in his new Hardware store on Main Street.

Winnipeg, Manitoba.—Hyman Miller, Frederick William Morse, Frank Morton Morse, Alfred Reed, Hugh Amos Robson, all of Winnipeg, have been incorporated under the Dominion Incorporation act, as the "Miller, Morse Hardware Company." The capital of the company will be $1,000,000 and the new organization will go into effect on January 1, 1905. The magnificent warehouse just completed on McDermot and Adelaide is one evidence of the remarkable growth of this firm since its inception in 1882 by Hyman Miller, F. W. Morse and F. Morton Morse, who continue as principals in the new company.

Changes.

Indianola, Ills.—J. H. Kerns, who bought the Mike Fisher Hardware stock recently, is moving it to his store at Ridgefarm. It is reported that Mr. Fisher will engage in the business at the old stand.

Lebo, Kansas.—N. M. Jasper has traded his farm for an interest in a Hardware store here.

Macon, Ga.—William B. Birch has purchased a half-interest in the Hardware business formerly conducted by Etheridge & Baker, and latterly by C. H. Cubbedge, as representative of the interest that succeeded. The new firm will be composed of Messrs. Cubbedge and Birch, with the former in active charge. Mr. Cubbedge is known throughout the state as one of the most experienced men in the Hardware business.

Menominee, Mich.—The Menominee Hardware Company have almost completed the repairs upon their warehouse which was badly damaged by fire some time ago.

Osceola, Neb.—The firm of W. H. Myers and Co. have disposed of their Hardware stock listed at $10,000 to Dorsey Bros., Thayer, Neb.

West Warren, Mass.—John E. Walsh has sold his Hardware and stove store and plumbing business in Marcy's block on Main Street to Joseph D. Vigneaux of West Warren and John F. O'Leary of Warren. The new firm will be known as Vigneaux & O'Leary, continuing the business at the present location.

Springfield, Mass.—O. C. Alderman, of the Hardware firm of Alderman & Carlisle, will manage the store which the firm purchased here some time ago, and which will be conducted in connection with the business at North Adams.

Ashland, Ky.—The Ashland Hardware Company is gradually extending its business. The capital stock has just recently been increased from $10,000 to $30,000, and one additional traveling salesman placed on the road.

Bangor, Me.—On November 14, the new retail Hardware store of Rice & Miller, at 30 Broad Street, was opened. This store is an exact counterpart in size and shape to the old Rice & Miller store at 28 Broad Street; the latter will now be devoted exclusively to the extensive wholesale business of the firm. They are not only extensive wholesale and retail dealers in Hardware of all kinds, but also in paints and oils, glass, glazed windows, doors, mantels, tile, rifles, shotguns and ammunition, bicycles, builders', lumbermen's and railway supplies, lubricating oils, powder, dynamite, and all goods such as one would naturally look for in an up-to-date Hardware store.

Chardon, Ohio.—L. L. Fletcher, a well known dry goods merchant of Chardon, today bought out the Hardware firm of Kelley Bros. This firm is the oldest in Chardon, having been in business here for nearly fifty years. Charles Kelley, a partner died recently. It is understood that Fletcher will convert his purchase into a department store which will be the largest in the county.

Heno, Ohio.—Alonzo Stump sold his implement store to George W. Velte who will continue the business in the same place.

Ionia, Mich.—Charles A. Ireland has bought Robert O. Toan's interest in the Hardware and stove firm of Toan & Ireland and will continue the business under his own name.

Oriskany Falls, N. Y.—Frank Lawless has retired from the Hardware business which he has conducted for the past season, and it is now under the management of Charles W. Doyle as agent for James Lawless.

Oshkosh, Wis.—C. D. Brown of 49 Elm Street has resigned his position as traveling representative for the Simmons Hardware Company of St. Louis and has entered the firm of the Hay Hardware Company and will act as manager of the concern's establishment at 75 Main Street. The Company will soon insrease its stock just twice the amount carried at the present time.

Peoria, Ill.—After fifty-two years of continuous and uninterrupted success the veteran stove and Hardware firm of Henry Sandmeyer & Company is about to dissolve and will be known no more. All the goods that were saved from the recent fire are now being sold for what they will bring and the old firm of over half a century's existence will be dissolved. The stove and Hardware business will be abandoned and out of the ashes will arise its survivor, known as the Dickson Heating, Plumbing and Ventilating Company, with W. D. Dickson and H. Sandmeyer, Jr., as its controlling spirits.

Portland, Mo.—Mrs. John P. Fogg offers the Hardware business of her late husband for sale.

Toledo, Ohio.—Lyttle & Weeman, the wholesale saddlery Hardware firm on Superior Street are making preparations to move to their new location at 236-238 Cherry Street, near Summit. The firm will be in their new quarters about the first of the year.

Uniontown, Pa.—The Hardware store of Arthur L. Miller, West Main Street, was sold at bankrupt sale by the receiver in bankruptcy on Wednesday, November 16.

Waupaca, Wis.—F. L. Parish has purchased a one-half interest in the Pope Bros. Hardware store, and the firm will hereafter be known as the Pope Hardware Company. The new firm will make many changes and carry an increased stock of everything in its line.

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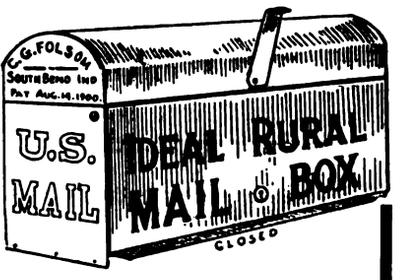
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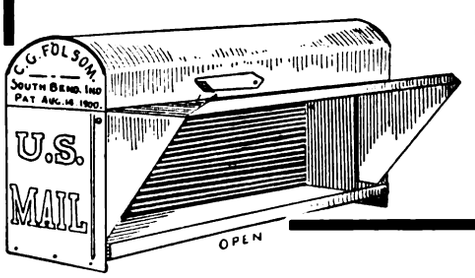
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Beaver Dam, Wis.—The Beaver Dam Manufacturing Co. has been incorporated. Capital stock, $25,000. Incorporators: Charles Kalkhurst, R. N. Nelson, Charles Beichl, Richard Beichl, Edward Beichl and Otto Beichl. The company will deal in implements.

Brook Haven, N. Y.—The Rex Stove Polish Co. has been incorporated. Capital, $25,000. Directors: J. R. M. Walsh, J. S. Harden, New York, and J. A. Metcalfe, Sewaren, N. J.

Chicago, Ill.—Novelty Shear Company has been incorporated; capital, $2,500; incorporators, Harold F. White, Don E. Harris, William C. McHenry.

Chicago, Ill.—Nye Toole and Machine Works has been incorporated; capital, $25,000; manufacturing machinery; incorporators, P. G. Nye, Henry Jansen, F. J. Kinselman.

Detroit, Mich.—Sherman R. Miller and George H. Paine, of Detroit, and Joseph Stubbers, of Cincinnati, Ohio, have incorporated as the Incandescent Light & Stove Company. Capital stock is $600,000. The company will conduct its principal operations in Cincinnati, and will have its principal office in Detroit.

Detroit, Mich.—The Tilden Saw Co. has been incorporated, the new firm taking over the business, etc., of Tilden Bros. & Noble, 191 Twenty-third Street. Capital stock is $60,000, all paid in. The stockholders are: George M. and William E. Tilden and George H. Crandell.

Elizabeth, N. J.—The Singer Sewing Machine Co. has been incorporated. The capital stock is $1,000,000. The incorporators are Douglas Alexander and Thomas E. Hardenburgh, of New York, and Charles H. Coleman, of Englewood. The new company, it is believed, is to be a distributing agent for the Singer Manufacturing Co.

Jersey City, N. J.—Taylor Compound Nut Lock Company has been incorporated. Office, 76 Montgomery Street; agent in charge, Charles Hardenberg; capital stock, $150,000; incorporators, J. C. Taylor, W. B. Taylor, C. B. Taylor, all of Dallas, Texas. The company is to manufacture and deal in the Taylor compound nut lock.

Jersey City, N. J.—The Braun Automatic Scale and Machine Co. has been incorporated. Capital, $150,000. Incorporators: Marie A. Braun, Frederick W. Thompson, C. W. Spear, Gustav Dietrich, William F. Braun.

Lansing, Mich.—The Lansing Manufacturing Co. has been incorporated with $50,000 capital stock, and will be organized at once. A. A. Wilbur, A. L. Harlow and A. C. Davis compose the company, which has already engaged in the manufacture of agricultural implements. The capital is $50,000.

Mauch Chunk, Pa.—The Crescent Stove and Manufacturing Company has been incorporated with a capital stock of $10,000. Incorporators, Dr. C. H. Bower, Arthur Teets and others.

Milwaukee, Wis.—Articles of incorporation of the Steitz Implement Company; purpose to manufacture, produce and prepare farming tools, etc.; incorporators are James A. Sheriffs, Leo. Torbe and H. Farnham; capital stock, $50,000.

Minneapolis, Minn.—The Bing Burner Co. has been incorporated to engage in the manufacture of lamp burners. Capital stock, $50,000. Incorporators: Edward W. Bingenheimer, Katherine S. Bingenheimer, Arthur E. Holbrook and William F. Truen.

Montreal, Can.—The International Bolt Company (Limited), has been incorporated with a capital of $100,000.

Nashville, Tenn.—The Hertzell Handle Co. has been incorporated. Capitalized at $5,000. Incorporators: F. Turner, T. McCullough, R. L. Leuther, Thomas Scanlon and Charles Gates.

Nashville, Tenn.—The Roy Lock Co. has been incorporated by Edward H. Roy, Julius C. Lusky, E. C. Kleeman, David Lowenheim and T. M. Steger. The capital stock is $20,000. The company will manufacture and deal in locks and was organized for the purpose of putting on the market a lock recently patented by Mr. Roy.

New York, N. Y.—The firm of M. J. Rubin has been incorporated. Objects, manufacture razor strops; capital, $1,000. Incorporators and directors for the first year: A. L. Silberstein, M. J. Rubin, S. C. Levy, New York City.

New York, N. Y.—The Manhattan Smokeless Furnace Co. has been incorporated. Capital, $150,000, and directors, W. H. Smith, R. M. Bickerstaff and R. C. Kraft, of New York City.

New York, N. Y.—The Pearson Foldables Co. has been incorporated (housefurnishing goods). Capital, $30,000. Directors: A. P. Perkins, F. A. Tolhurst and G. C. Hemenway, New York.

New York, N. Y.—The Standard Pulley Manufacturing Co. has been incorporated. Capital, $100,000. Directors: Reginald Hawley, Maurice Lachman and L. S. Lachman, of New York City.

Peoria, Ills.—Peoria Drill and Seeder Company has been incorporated. Capital, $125,000; manufacturing agricultural implements; incorporators, S. D. Wead, G. T. Page, A. F. Johnson.

Pittsburgh, Pa.—The Home Laundry Washing Machine Co. has been incorporated. Capital stock, $5,000.

Springfield, Mass.—The Buckland Manufacturing Company has been incorporated with a capital of $6,000 for the purpose of conducting the manufacture of tools, implements and machinery. The officers of the new corporation are: President, Henry A. Downey, West Springfield; treasurer, Leon B. Roberts, Springfield; secretary, A. E. Snow, Springfield.

Troy, N. Y.—The Jackson-Van Horne Manufacturing Co. has been incorporated by E. A. Jackson, William Van Horne, A. F. Broomhall, F. E. Scobey, Anna H. Jackson and Thomas B. Kyle. They will make weather strips. Capital stock, $30,000.

Vandergrift, Pa.—The Gerner Freezer Manufacturing Company has been incorporated to acquire patents on the Gerner continuous freezer and to manufacture and sell the same. The incorporators are H. J. Gerner, Olio Bown, E. W. Phillips, all of Vandergrift, Pa. The capital stock is $50,000.

Webster City, Ia.—A new manufacturing company has been organized and will manufacture a combination hatchet and tool to be sold to farmers. Incorporators, G. A. Smith, W. J. Zitterell, N. P. Hyatt, F. A. Edwards and H. R. Dodge, all of Webster City.

Changes.

Bridgeport, Conn.—The new factory for the Bridgeport Hardware Co., on Iranistan Avenue is practically completed and the machinery will be installed at once.

Buffalo, N. Y.—The Qilliam Hjorth Co., manufacturers of wrenches and Hardware specialties, has decided to erect a large new factory on Crescent Street.

Erie, Pa.—The Odin Stove Co. is starting work on the new plant on Twelfth Street, between Chestnut and Myrtle Streets. The building will cost about $10,000, and will be brick, two stories in height, and 50x125 feet.

Jersey City, N. J.—The Brock Wrench Manufacturing Co. has changed its office from this city to Garwood, N. J.

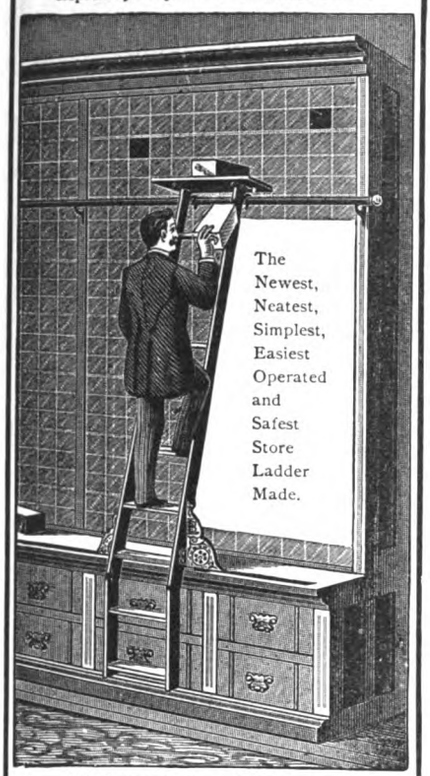
La Crosse, Wis.—The Dunston Ratchet Wrench Co., a firm which was established here about a year ago and which has steadily grown until its business has reached large proportions, has moved to Decatur, Ill.

Montreal, Canada.— As a direct result of the anti-dumping clauses of the tariff introduced by Hon. Mr. Fielding last session the American Axe and Tool Co. have announced that they will establish a large plant in Canada. Up to the present time the company have had their principal Canadian sales office in this city. They have been doing a large business throughout Canada, and it is to retain the Canadian market that the company will have an entirely Canadian branch. The Canadian representative of the company stated they had been looking for a suitable place to build a factory, and indications pointed to a choice between Hamilton and Toronto.

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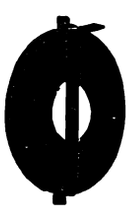
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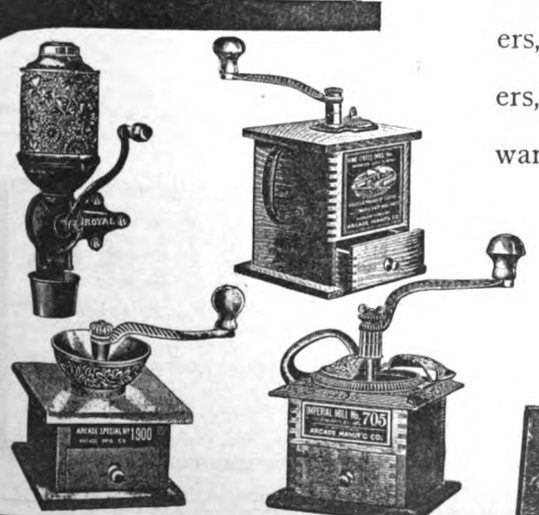
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ansonia, Conn.—The Independent German Rifle Co. has been incorporated. The capital is $3.000. John W. Schumacher, Henry A. Jordan and Charles Pickhadt, all of Ansonia, are the incorporators.

Camden, N. J.—The Consolidated Sporting Goods Co. has been incorporated. Capital stock, $100,000; objects, to manufacture and sell athletic goods. Incorporators: Joseph F. Cotter, W. F. Eidell and Frank R. Hansell.

Chicago, Ill.—The Chicago Auto Manufacturing Co. is a new concern located at 4230 State Street. H. M. Burnell is sales agent.

Decatur, Ill.—Tenney & Sikking has been incorporated; capital, $25.000; dealers in bicycles and farm implements. Incorporators: W. A. Sikking, Myrtle B. Knight, F. M. Tenney.

Detroit, Mich.—H. Scherer & Co., makers of automobile bodies etc., have incorporated under a new style and are confining the business entirely to the automobile trade. The new company is called the Motor Car Supply Co., and the office is at 1256 Jefferson Avenue. They are putting up a large building, 80x1.000 feet, and will make wood and metal bodies, tops, eye protectors, lap robes and clothing.

Kalamazoo, Mich.—The Michigan Automobile Co., Ltd., will be incorporated and the old "limited" organization given up. Fifty thousand dollars is being added to the capital.

Leominster, Mass.—L. F. Burke, of Newburyport, has opened a bicycle and phonograph store at 43 Monument Square.

Madison, Wis.—The Madison Boat Co. has been incorporated with capital stock of $5,000. Incorporators: C. W. Bacon, L. W. Burch and C. H. Tenney.

Milwaukee, Wis.—The Milwaukee Motor and Manufacturing Co., 128-132 Ferry Street, has been reincorporated as the Milwaukee Motor Co. Capital, $25 000. The incorporators are F. L. Ford, Edward Warner and A. W. Warner.

Trenton, N. J.—With a capital of $125,000, the Eagle Rubber Cement Co. has been incorporated by Adolph Biller, Emil Biller and Nevin J. Loos. In addition to making and selling rubber cements, the concern will deal in bicycle materials.

Changes.

Akron, Ohio.—The Century Cycle Co. and the firm of Joseph & Gumbert have consolidated.

Anderson, Ind.—John D. Clark has purchased the interest of E. A. Beach in the firm of Clark & Beach, 1404 Meridian Street.

Buffalo, N. Y.—The Buffalo Motor Car Co. Main street, has gone out of business.

Chicago, Ill.—The Brown & Sharpe Manufacturing Co. have moved from 23 S. Canal Street to 16 S. Clinton Street.

Chicago, Ill.—The Cullman Wheel Co. moved from 521-525 Larabee Street to 1020 Dunning Street.

Chicago, Ill.—The Dow Portable Electric Co. have moved their branch in this city from 19 La Salle Street to 1339 Michigan avenue.

Cortland, N. Y.—The City Cycle Co. has rented the Cob Block, in Railroad Street, and will occupy the same about the first of the year.

Denver, Colo.—The Consolidated Supply Co.. has moved to 1562 Broadway.

Detroit, Mich.—The Detroit Auto Vehicle Co. have absorbed the Detroit Novelty Machine Works.

Detroit, Mich.—The Wheeler Manufacturing Co. have sold their saddle business to the Wolverine Leather Specialty Co., a new concern, which was recently organized. The Wolverine people will continue the manufacture of the saddle under the name Wheeler.

Frankton, Ind.—L. H. Mortsolf has been bought out by the Clinton Cycle Co.

Monroe, Mich.—The firm of Keegan & Keegan, dealers in bicycles, sporting goods, etc., has been dissolved by mutual consent, Frank Keegan continuing the business.

New Orleans, La.—A. G. Spalding & Bro., of Chicago, the largest sporting goods firm in the world, has taken a five-year lease on the building, 140 Carondelet, between Canal and Common, and will use it as their base of supplies for their Louisiana, Mississippi and Texas trade, and possibly for their Cuban and Central American business. A new front will be put on the building, which will be refitted up and elaborately furnished for a sporting goods house.

New York, N. Y.—The agency for Pierce bicycles in both New York and Brooklyn has been placed with John Wanamaker.

Oneida, N. Y.—The Oneida Rubber Tire Works have been absorbed by the Coles Machine Co.

Philadelphia, Pa.—The Supplee Hardware Co., Fifth and Market Streets, are about to add a line of automobile sundries to their sporting goods and bicycle department and will be pleased to receive quotations from manufacturers.

Reading, Pa.—Hubs, handlebars and seat posts will be included in the manufactures of the Reading Standard Cycle Manufacturing Co., Reading, Pa., and will be offered to the trade generally next season. The decision to market hubs follows the purchase of the entire hub business of Bardons & Oliver, which had long been conducted at Cleveland, Ohio, under the style the Cleveland Hub Co. The purchase includes all of the tools and machinery, and all parts of hubs on hand; also that portion that the Cleveland Hub Co. devoted to hubs for sulkies.

San Francisco, Cal.—The Mobile Carriage Co. has purchased the business of the Automobile Transit Co.

Scranton, Pa.—E. C. Bechtold sold out to Charles C. Garrison.

Springfield, Mass.—The Hendee Manufacturing Co. have secured the sole United States agency for Brooks motor cycle saddles, made in England. They have been supplying Brooks saddles with the "Indian" motor cycles which they make, during the past season, with perfectly gratifying results. All styles of Brooks saddles are handled now and sold to the trade generally.

St. Louis, Mo.—The A. L. Dyke Motor Supply Co., 311 Pine Street, have changed their style to The Original Automobile Supply Co.

Washington, D. C.—Howard A. Rhine & Co. has been absorbed by E. P. Hazleton, who is the leading dealer remaining in the capital.

Wichita, Kan.—Schollenberger Bros., 211 S. Main Street, sold entire bicycle business to E. E. Campbell, who will continue business for six months as the Schollenberger Co., at the end of which time Mr. Campbell will change the style to that of his own name. Schollenberger Bros. will continue to conduct the automobile business under the name of Wichita Automobile Co





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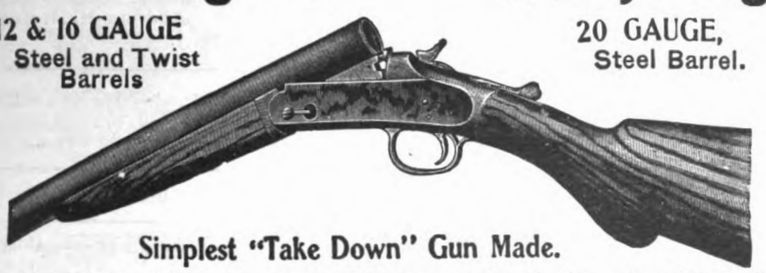
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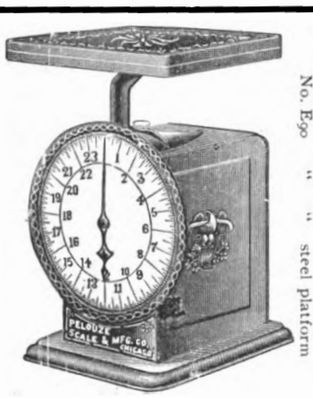
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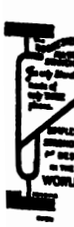
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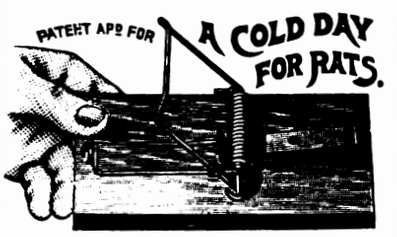
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HERMAN B. DENISON MFG. CO.
New York City.



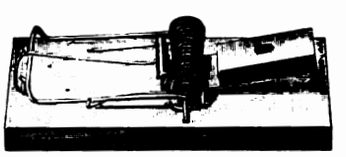
GOOD AGENTS WANTED TO SELL.

A Good Catch for Dealers!



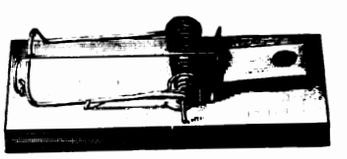
BLIZZARD No. 1.

A breezy death to rats!



OLD NICK No. 2.

Kills them quick!



THE JOKER TRAP.

Champion rat choker!

Any one a good catch for the dealer.

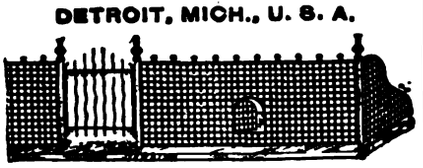
Write for prices and learn how to make a good deal out of these catchers.

J. M. MAST MFG. COMPANY,
Lititz, Pa., U. S. A.

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J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 CATHARINE ST. POUGHKEEPSIE, N. Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co. New York, N. Y.

Wanted.

WANTED—Exclusive line of goods or specialty—must be strictly high class and fit cutlery specialty. Have every facility to finance and market extensively all over the world, excellent New York office, six domestic travelling men. Address "Z. A." care of HARDWARE.

A SALESMAN visiting ice factories, breweries, cold storage and steam plants having side track connections, will hear of highly profitable side line by addressing M. Mitshkun Co., Detroit, Mich.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

For Sale.

FOR SALE:—Hardware and Mill Supply Stock, amounting to about $4 000, located in the midst of fine manufacturing district and surrounded by good farming and dairy country. Parties have conducted business several years but wish to go into manufacturing business. Address T. J. R. care of HARDWARE.

FOR SALE—Hardware Store near Newark, N. J. Owner will dispose of same for $4,000 cash. Satisfactory reasons for disposing of business. Good opportunity for young man. Address H. H. Groshong, East Orange, N. J.

FOR SALE—Paying Hardware Business in Western New York. Address "X" care of HARDWARE.

Side Line Offered.

SALESMAN WANTED:—Visiting Hardware Stores or Machine Shops to sell screw and bolt cases on commission. John N. Prothero, Dubois, Pa.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



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VROOMAN PATENT SANITARY SINK STRAINER



KEEPS SINK CLEAN
HOUSEKEEPERS DELIGHT

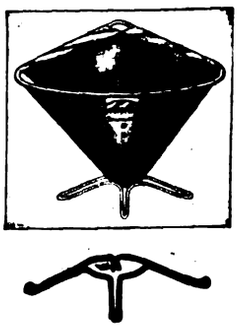
SELLS THE YEAR ROUND

Ask your Jobber for the Vrooman Strainer and Stand.

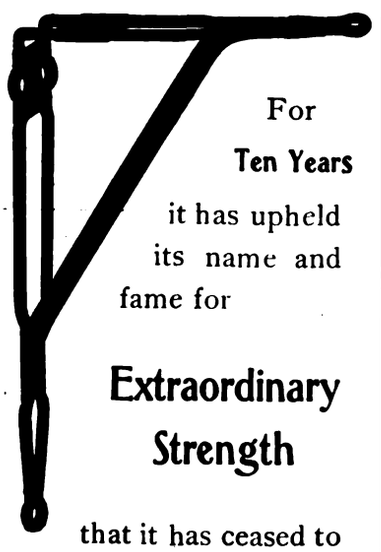
F. H. & E. B. Vrooman

325 Dearborn St., Chicago, Ill.

The FAVORITE ONE



Bradley SHELF Bracket



For Ten Years it has upheld its name and fame for

Extraordinary Strength

that it has ceased to be an experiment with the user.

* * *

Same with the dealer. Most of them know that the Bradley is so well made that it is the stongest cheap Bracket on the market to-day.

It's the best for the every day run of business.

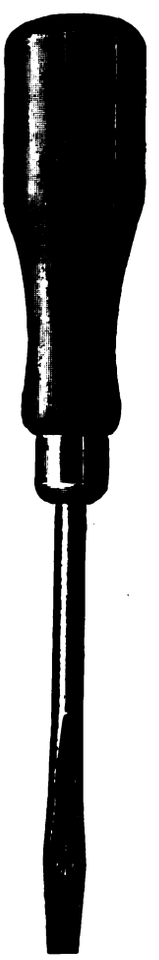
* * *

A most ready seller. Try it and be convinced.

Atlas Mfg. Co.
New Haven, Conn.

DUCHARMES

Peerless No. 7. Screw Driver



All that is known as best in the way of material, workmanship and finish, has been put into this as well as our complete line of Screw-Drivers.

* *

They are high grade tools at reasonable prices

* *

Our discounts make it profitable for you to handle them.

* *

The Ducharmes & Co.
SHELBURNE FALLS
MASS., U. S. A.

We Stand By Our Guarantee



No. 700 Ball-Bearing Screw Driver





From head to point of blade, we guarantee it to be of

MAYHEW QUALITY WORKMANSHIP AND FINISH

so well known to the trade.

It works like a ratchet driver without causing "ratchet" blisters.

WHY?

Because its head remains stationary in the palm and allows the full strength of the hand and fingers to turn the screw in either direction.

Packed ½ dozen in a box.

Write us.

Mention HARDWARE.

H. H. MAYHEW CO.
Shelburne Falls, Mass.

45 Murray St., New York, U. S. A.

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GET OUR PRICES BEFORE ORDERING



BOX AND CHEST CORNERS.
BRASS GOODS MANFG. CO.
Cor. Union & Nevins Sts., Brooklyn, N.Y.
MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE & TIN.
LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE
American Steel Roofing Co.
Middletown, O.

$23,500,000



Has been appropriated by the Government for the R. F. D. Service. This means the establishment of thousands of new routes.

Are you ready for the demand for mail boxes?



Goshen and Kelly Boxes are Approved

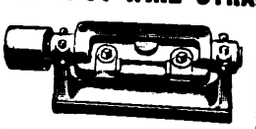
By the Post-Master General and cost no more than other kinds.

We can help you Get this Business.

KELLY FOUNDRY AND MACHINE CO. 113 Purl St. Goshen. Ind.

Also manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low WagonWheels, Rural Mail Wagons, &c.

C. & F. WIRE STRAIGHTENER.

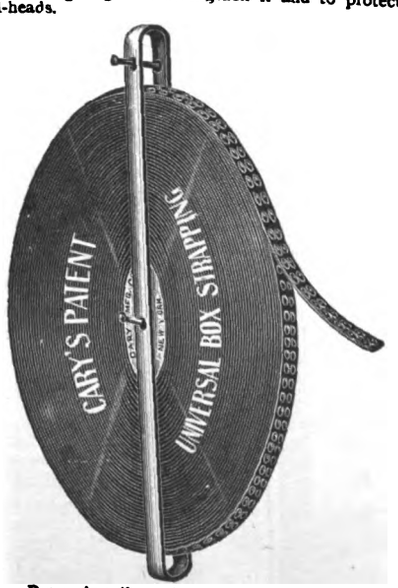


Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

Chandler & Farquhar Co. 131 Congress St., BOSTON, U. S. A.

CARY'S UNIVERSAL BOX STRAP

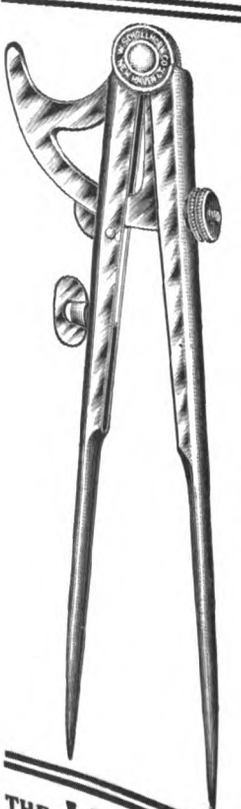
A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

The Best Point



in a "Spring Divider" of any kind is the perfection of its points. Among adjustment devices for mechanics and draftsmen our

"Excelsior" Spring Divider

leaves nothing to be desired on this score.

Its points are made of Stubb's Steel Wire, tempered and inserted two inches into each leg.

Nickel plated.

Excellent Seller

We want you to have a copy of our catalogue and prices. Shall we send them?

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.
Manufacturers of
Bernard's Patent Pliers, Nippe

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge.35&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B, 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 22 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up	$ .60	15%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.90	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools. ⅌ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ gro.
Invisible, No. 8.....Net, $5.00
Perfect, No. 9.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, ⅌ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....20%
Ford Auger Bit Co.:
Auger Bits..... } 40@40&10%
Car " ..... }
Machine Bits.....
C. E. Jennings & Co.:
Double Spur pattern car, No. 80 40&7½&10%
Nobles Double Spur, No. 28...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
Nol.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$4.50@4.75
Mayhew's Diamond ⅌ doz. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....85c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch ⅌ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $18; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....3½%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's: Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad } 50&5%
Shingling and Claw }
Lath, Hunters', etc. }
Picks and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 cts.
3 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ½ bbls } .08½⅌
875 400 lb " }

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00.....75@60%
Tinned, each, $10.50.....65@50%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@50%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....90%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched... 45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, ⅌ doz. $3.00.....33⅓%
Excelsior ⅌ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves...60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....30&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list.. 50&10%@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&&@75%
Machine, Plain Nuts.....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..80%&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Pertchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....30%

Bone Mills.

Enterprise.....30@30%
Stearns.....40%

Borers, Tap—

Enterprise.....30@35%
Each.....$1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5%&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....20&10&10&10
Standard Metal Strap Co's:
Eclipse..... 20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114¼.....50&10%
No. 208¼@214¼.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's 60%

Brackets—
Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in broken cases.....80&10%
Shelf, Plain, Regular list 66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co..... .25&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's..... .60&10&10%

Box Openers.
Humason's..... ₱ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net, er doz $1.5
Sargent's 80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₱ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbe 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle 25%
Humason & Beckley's..... .....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96 ....20@30% &5%
CAST IRON—
Fast Joint, Broad .....50@50&10%
Fast Joint, Narrow.....50@50&10%
Loose Joint .....70@70&10%
Loose Joint, Japanned.....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
WROUGHT STEEL—
Table and Back Flaps.....75% Narrow and Broad.....75% Inside Blind .....75% Loose Pin.....75% Loose Pin, Ball and Steeple Tip.....50&20% Japanned, Ball Tip Butts .70&10% Bronzed Wrt. Nar. and Inside Blind Butts.....55&10% } Extra 10% to 10&10

Calipers—
Bemis & Call:
Wing 60%
Double.....65%
Inside and outside.....65%
Straight Leg 65%
Call's Pattern, inside 55%

Can Openers—
American..... ₱ gross, $1.75@$2.00
Goodell's Acme.....₱ gross, 6.00
Hopper's .....₱ gross, 15.00
No. 5, Iron Handle..₱ gross, $2.00@2.25
Phoenix .....4 %
Sardine Scissors .....75&10%
Sardine Scissors, Forged Steel.... ₱ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $3.50. .....75&10%
Universal, ₱ dos., $2.00.. .....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck .....70&10%
Standard, Ball Bearing..... .45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American" .....40@40&10%
"Niagara" .....40@50&5%
"Eureka" .....45@50&10%
"Triumph" 40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain ....
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain .... 4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10&10%
Oneida Wire Dog Chains... 45@50&5%
Trace, Wagon and Fancy Chains:
New List.....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 50%

COW TIES—
American .....45@50%
Niagara .....45&5@60&10&5%
Covert Mfg. Co.:
Cotton .....45%&2%
Hemp.....45%&2%
Jute.....50&5%
Sisal.....35&5%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₱ doz., $6.00.....
Bullard's.....30%
Cast Iron Steel Points....₱ doz....80c
Socket.....₱ dos., $1.75@$3.10

Carpet Sweepers— ₱ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... $24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 29 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel .....
Perpetual, Regular Bearings.... 20 00
NOTE—Discount of 50c por dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	₱ doz.	₱ gro.
No. 12, Wire, Tinned ...	$0.85	$9.50
No. 11, Wire, Coppered...	1.10	12.00
No. 11, Wire, Tinned....	1.20	13.50
No. 10, Wire, Galvanized..	1.50	18.00

Cherry Stoners—
Enterprise.....35@30%
Goodell's Family.....net ₱ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes ... .70%@70&10
L. & I. J. White..... ...30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co 20%
Jennings & Griffin Mfg. Co.
Tanged Chisels ....30&10%
Tanged Gouges ... . 40&10%
Tanged Firmers' .... 40%&10%
Tanged Gouges..... ....40%
L. & I. J. White, ...25&5%
COLD CHISELS—
Good quality, ₱ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's..... .....50%

Cleaners, Sidewalk— ₱ doz
Challenge Shank $3.25
Star Shank 4.00
Star Socket..... 4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....5&10@60%
Enterprise Mfg. Co.....35@30
Lane Bro's Co 30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....
Dividers 50%
Compasses, Calipers, Dividers.....65%
Stevens' "Ideal" 7 @75&10%
Stevens' "Leader".....25&10%
Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....25%
Cold Chisels.....20%
Punches.....20%
Vises .....20&5%
Inshaves.....15%
Barton's 15%
L. & I. J. White 20%
Sandusky Tool Co.....20@20&5%
.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co .....
Humason & Beckley Mfg. Co.. 50&10%
Samson.....₱ doz $10.00

Corn Hooks—
Kretsinger Cut-Easy..... ₱ dos

Corn Knives and Cutters—
Bradley's .....
Wadsworth's.....net

Countersinks—
Mayhew's Diamond.....net $1.50
Smith's.....
Snell's .....40@45%
Wheeler's Patent.....25%

Cow Ties— 40%
See Chain. 50&10%

Crayons—
Sargent's List 30%
Dixons: ₱ grs.
Eclipse .....7 in.$3.75 9 in.$4.50
Emerald 5.00
Oriole 5.00
Rainbow..... 5.10
Solid..... 7.50
Tailors, Black $5 62. Red & Blue$9.00

Curry Combs—
Kohler's 40%
The Metal Stamping Co. Ideal,...30&10%
Perfect.....40%
Rubber, ₱ dos. $7.50.....30&10%
Southington Cutlery Co.'s .....25&10%

Cutlery—
Fosters, Pocket..... .....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt..... 30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's ....33⅓@40%
Columbia.....50&10%
Eclipse .....60@60&10%
Home.....50&10
Ogden's ..... 33⅓@40%
Pullman's Screen.....₱ dos. net $4.50

Door Holders—
Empire 50%

Door Springs—
Gem (Coil), list Oct. '96.....30%
Pullman, Perfect.....30%
Pullman, Coil 30%
Star (Coil), list Oct. '96 .....30%
Torrey's Rod, 39 in. ₱ doz., net...$1.35
" " 48 in. " " $ 80
Victor, Coil..... ..... 50&10&10%
Chicago Coil Springs .....40&10%
Reliance Coil Springs.....60&10%

Drain Cleaners—
Iwan's Adjustable .....
Iwan's Stationary..... .....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list..... .....
Sargent's List..... .....75&10%

Drawing Knives—
Standard Makes.....
Adjustable Handle.....70@70&10%
Bradley's .....25@25&10%
Jennings & Griffin .....
Watrous .....65&2&10%
L. & I. J. White .....65%&10%
.....30&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Breast, Goodell's .....
Brear, Millers Falls, each $3.00..15&10%
Stearns' Bench .....25@25%
Hand, Goodell's .....
Whitney's Hand Drill, No. 1, $9.00..30&10%
Adjustable No. 10, $12.00.....30&10%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National R.
Eaton-

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BISSELL'S AWARDS...

TO THE TRADE:

As up to this point we have said nothing about the award that has been granted us at the Louisiana Purchase Exposition, and lest you might think that in the general distribution of awards that was made at the World's Fair we were completely overlooked, we beg to say that we have secured a Grand Prize, but have withheld publication of it, as in all propriety every exhibitor should, until he received official notification of the award.

The facts are, while we have taken a Grand Prize at the Louisiana Purchase Exposition, no official announcement of awards has as yet been made; no medals nor texts of awards have been given out by the Exposition management, so that anything published at this time purporting to show or convey to the trade reproductions of the medals granted exhibitors, or giving the text of the awards, enumerating the points of superiority upon which the award had been granted, etc., has absolutely no foundation in fact. From a letter received Nov. 30th from the Chief of the Manufacturers' Building, World's Fair, St. Louis, and who is a member of the Superior Jury of Awards, we quote the following: "I beg to advise that no design for the Awards Medal has yet been completed, and it would therefore be impossible for any one connected with the Exposition to furnish you or any one else even with an idea of what they will look like, for the design now being worked on may or may not be acceptable to the Exposition Company."

We have taken too many awards in the past to be thrown into a paroxysm by a thing of this kind, more especially as we do not look upon the taking of an award as an overshadowing achievement in business. What we *do* feel proud of, is to manufacture a line of carpet sweepers that are so perfect in construction, so efficient, and so appropriate for the purpose for which they are intended. as to win the approval of the general public, and which more fully attests the real merit of a commodity than any award possibly can.



"Cyco" Bearings insure positive rotation of the brush.

While the Bissell sweeper has taken the highest award in every exposition wherever it has been exhibited (including the Louisiana Purchase Exposition), we regard all this as minor compared with what our goods have achieved in satisfying the general public, in commanding the sweeper trade of the world, in establishing a record for the Bissell as the only carpet sweeper ever placed upon the market under a sound, sincere system of fixed retail prices that guarantee to the dealer a good profit.

The Bissell sweeper is preeminently the sweeper of quality and saleability on the market to-day, and has taken the highest awards in the following notable Expositions:

American Institute Exposition—1884-85-86-87-88-89-90-92.
Massachusetts Mechanics Charitable Association—1887-1892
Anglo-Danish Exposition, London—1888
Paris Exposition—1889; Gold Medal.
Paris Exposition—1900; Gold Medal.
Pan-American Exposition, Buffalo—1901; Gold Medal.
Japanese Exposition, Osaka—1903; Gold Medal.
Louisiana Purchase Exposition, St. Louis—1904; Grand Prize.

BRANCHES: New York, Toronto, London, Paris

BISSELL CARPET SWEEPER CO.
(Largest Sweeper Makers in the World)
GRAND RAPIDS, MICH.

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Egg Beaters—

	₱doz.	₱gro.
Holt-Lyon Co :		
No. 5 Japanned, Dasher Flared	$0.85	$9.80
No. A, Japanned, 6 Doz.	$6.60	1.15
		13.00
No. 1, Tinned	1 40	16.80
No. B, Japanned, Hotel Size	1.85	22 00
No. , Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

	₱gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6 00
No. 75 Improved Dover	$6 50
No. 100 Improved Dover	$7.00
No. 102 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No. 152 Imp'd Dover Hotel T'd	$17.00
No. 200 Imp'd Dover Tumbler	$8 50
No. 202 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ₱ doz	$2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives - ₱ doz

"Challenge"	$3.00
Popes	3.00
Wilkinson's	$3.00 net
Westerholm's	$3.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	50%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ₱ doz.	$36.00
Lanes	40%
	$40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
Mc Clellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	80@80&10%
Royal	80@80&10%

IMPORTED—

Stubs	Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$3.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops :

Level Winding Jeweled Reel, ₱ doz.	$78.00
Level Winding Steel Pivot Reel ₱ doz.	$66.00
Auto Even Spooler ₱ doz.	30.00
Gun Cleaner ₱ doz.	4.20
Lightening Fish Scaler ₱ doz.	3.00
Fish Hook Shield ₱ doz.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise	60@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₱ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

e Hinges.

Gauges—

Semis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50& 10&10%
Stanley's	20@20&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ₱ gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mystic	40%
Martins	40&10%

Glue Pots—

Enameled	40%
Tinned	25%

Graters—

Enterprise	25@30%

Graphite, Lubricating.

Dixon's Pure Flake

632- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb.
646-100 " kegs	14 cts. lb.
647-350 " barrels	13 cts. lb.

Grindstone Fixtures—

Cronk's	50%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowells Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	₱ doz. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail	50%
Magnetic Tack, Nos. 1, 2, 3	$1.25, $1.50&$1.75 40&10%
H. & B., Tack	₱ doz. net $2.50
Maydole's	33⅓&5@40&10%
Sargent's New List	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	⅓&7½%
Engineers and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 ℔ 50c ℔	75@75&10%
3 to 5 ℔ 40c ℔	
Over 5 ℔ 30c ℔	
Wilkinson's Smiths	9½c@10c ₱ ℔

Hammock Ropes—

Covert Mfg. Co.:	
Jute	40&5%
Sisal	30%

Hand Cultivators—

Ulrich Mfg. Co.:	
Osborne's	₱ doz., $15.00

Handles—

WOOD—

Auger, assorted	₱ gr. $2.75@3.00
Auger, large	₱ gr. 3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	40%
Axe, Pick, etc	50@5 &10
Bliss Mfg. Co.	
Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓
Brad Awl	₱ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd	₱ doz., net 1.50
File, assorted	₱ gr. $1.40@1.50
Firmer Chisel, Apple, assorted	₱ gr. $2.25@2.75
Hammer, Hatchet	50%
Hoe, Rake and Fork	50&10
Rollin Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles	₱ gr. $ .90@1.50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40&5%
Shovel and Spade, Long Handles	50&5%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	65⅔@70%
Chicago Spring Butt Co.:	
Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern	net $7.20 ₱ doz.
Lane's:	
Standard	50&10&10&5
Special	50&10&10&5
Track for same	₱ 100 ft. net, $3.75
Cronk's:	
Nos. 1, 1½, 2 & 3	60&10%
Nos. 11, 12	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₱ dozen pairs	60&10%
Myers' Stay-on	50&10%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's	₱ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:

Standard	net, $3.35
Ball Bearing	4.15
New Model	3.35
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. 1488, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each	22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ₱ doz.	50%
Wrought	85&10@90%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7 00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.00
Double Rail Steel Track, complete with clamps	₱ ft.
Single Rail Steel Track complete with clamps	₱ ft. .90
D. H. Fork, Steel Regular	each, 1.00
Nellis Fork	each, 3.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.50
Walker Fork, each	2.10
Common 6 in. Wood Sheave Pulley, Fig. 483	₱ doz. 3.00
Faultless Steel Frame K. P. Pulley, Fig. 485	₱ doz. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485	₱ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676	₱ doz. 1.00
Reed Wood Frame Pulley with Hook, Fig. 434	₱ doz. 4.00
Steel Frame Pulley with Iron Sheave, Fig. 565, ₱ doz	3.20
Floor Pulley, Wood Sheave, Fig. 486	₱ doz. 4.20
Hanging Hooks for Double Steel Track	₱ doz. 1.40
Hanging Hooks for Single Steel Track	₱ doz. 1.40
Hanging Hooks for Wood Track, 10 in	₱ doz. 1.00
Hanging Hooks for Wood Track, 16 in	₱ doz. 1.30
Floor Hooks ¾ in	₱ doz 1.40
Malleable Rafter Brackets, ₱ doz.	.70
Wrought Rafter Brackets ₱ doz	70
Rope Hitch	₱ doz. 3 20

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, ₱ doz. net	$9.50
Iwan's Hay, Imp. Serrated ₱ doz. net	$10.00
Kohlers, Hay, Sickle edge per doz net	$10
Auburn Straw	40&10%
Weymouth, Pat	6%&4%
Wadsworth's	40&

Hedge Trimmers—

Wadsworths:	
No. 1, per dos. net	$3.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap,	6 to 12 in., ₱ ℔, 3½c.
	14 to 20 in., ₱ ℔, 3½c.
	22 to 36 in., ₱ ℔, 4c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	60&5%
Heavy Strap Hinges	60&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	60&10%
Hinge Hasps	70%
Corrugated HeavyStrap	60&20&10%
Corrugated Ex. Heavy T	80&20%

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardsley's Patent Checking	15%
Chicago Spring Butt Co.:	
Chicago Spring Butts	25%
Triple End Spring Butts	50%
Chicago Ball Bearing FloorHinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	60&10@60&10%
N. E., ₱ doz.	$7.20
N. E., Reversible, ₱ dos.	$5.60
N. Y. State, ₱ doz.	$4.90
Western, ₱ dos.	$4.20

BLIND HINGES—

Parker	70&10%
Sargent's, Nos. 1, 2, 3, 11, 12	70&10%
W. H. Co.'s No. 2 Mortice Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 ₱ dos. sets	50&10%

Hitching Cords—

Covert Mfg. Co	45&25
" " "	
Hitchers Stall	35%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

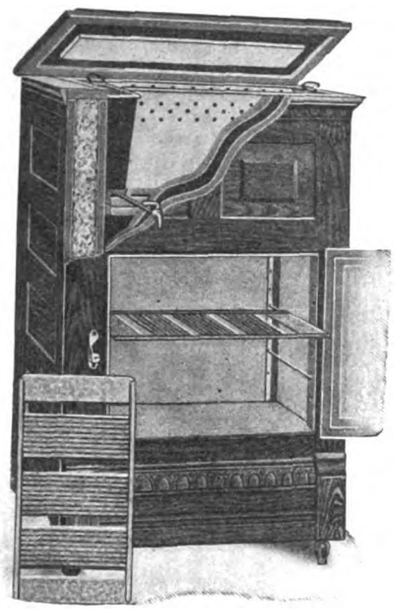
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&20%
Blue and White Ware	60&15%
All White Ware	50&20%

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THE ONLY CLEANABLE REFRIGERATOR

SEE HOW IT'S MADE ?



THE "GURNEY"

The "Gurney" can be kept absolutely pure and clean because of its Removable Galvanized Ice Compartment.

The "Gurney" is packed with MINERAL WOOL and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" is leader in style and finish, and first class in every particular.

MADE WITH ZINC OR ENAMEL LINING

COLD FACTS

THAT MAKE WARM TRADE

A Refrigerator is no longer considered a luxury but a necessity.

A good Refrigerator is a source of economy, a poor one an extravagance.

The best is the cheapest; you can't afford to sell a poor Refrigerator.

A poor Refrigerator consumes ice but does not refrigerate.

A poor Refrigerator is a delusion and a snare with nothing to recommend it but price.

The price is soon forgotten, the quality never.

A poor Refrigerator cheats both the dealer and his customer.

A low priced piece of furniture may answer the purpose for which it was made as well as more costly.

This is not true of Refrigerators.

In buying a Refrigerator the first cost is not the last cost.

A Refrigerator to be satisfactory must be so constructed as to be economical in the use of ice and in the preservation of food.

A profitable and satisfactory refrigerator trade can be built up only by handling high grade honest goods.

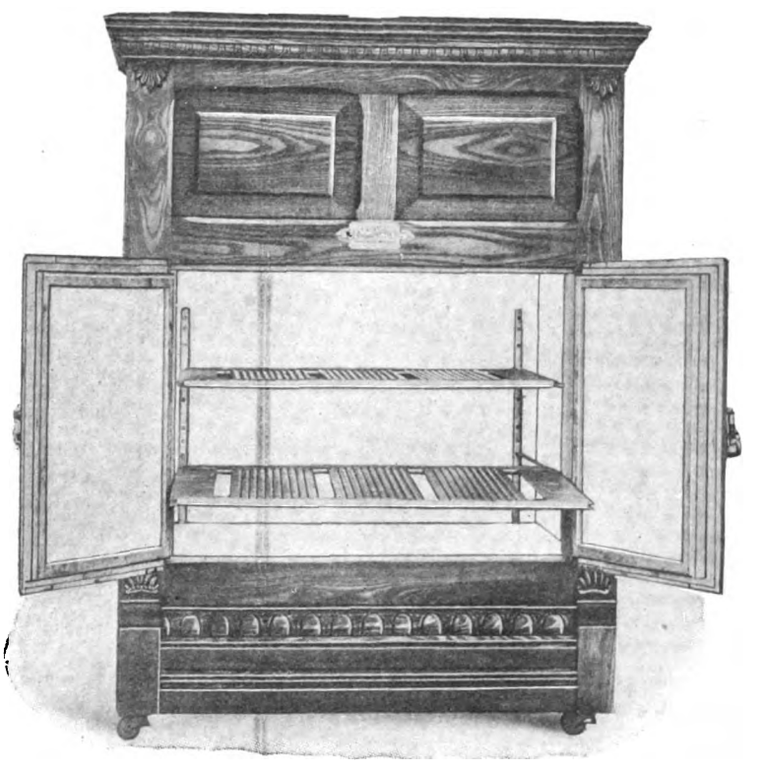
The "Gurney" is the best.

The La Belle is the highest grade refrigerator of its class.

The Gurney Patent Chinaline Refrigerator is the height of refrigerator perfection.

The Gurney Refrigerator Co. leads the world in the manufacture of Refrigerators because the "Gurney is the Best."

The Gurney is sold on the exclusive agency plan. One dealer every town.



CATALOGUES MAILED ON APPLICATION

THE GURNEY REFRIGERATOR CO., FOND DU LAC, WIS., U.S.A.

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Regal Steel Ware .....00&10%
Peerless Ware.....7½&10%
Granite Ware, 1st Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—
Blacklock:
Ground 65%
Unground 70%
Country ware....per 100 lbs, net $2.50

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....88½&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..5o&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's..... 70%
Harness, Sargent's list..... 50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... .....₩ doz. $1.25
Wrought Staples, Hooks, &c.
See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases 70%
Ten case lots .....70&10%
Crescent, Coat and Hat.....50&10@60%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....10&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's .....6?%
Cronks Grass.....₩ doz. $3.00
Hooks and Eyes—Brass.. ...60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A C.	.25c	23c	22c	21c	21c	..40&5%
American, all sizes						.....9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	.28c	26c	25c	24c	23c	.50&10%
C. B. K	.25c	23c	22c	21c	21c	.... 40%
Capewell	.19c	18c	17c	16c	16c	..10&5%
Champlain	..28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	.30&10%
Essex	.28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						.....9½c net
Maud S	....25c	23c	22c	21c	21c	.....50%
Neponset, Nos. 5 to 10, ₩ lb						.....12c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	..23c	21c	20c	19c	18c	..33½&5
Vulcan	...	23c	21c	20c	19c	18c..25&10%
Western						.....0c net

Horse Shoes—

F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg 3 75

Horse Ties—

Covert Mfg. Co.:
Cotton.....45% &2%
Hemp.....45% &2%
Jute.....50& 5%
Sisal... .....35&5%

Hose, Rubber—

Boston Belting Co.:
"Boston"... .....50&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.... ... .40&10%
Reliable. .... 50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant..... .. ..80&30%
Steam ... .70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown ....net
Gem Ice Shave .. ..net
Sargent's Ice Awls 55%
Snell's 50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 38. ₩ doz. $6.00..25@30%
No. 84. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives..... .. 2%
Shoe Knives 25%
Cronk's Chopping..... ..... 33½%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c. 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones ..... $2.50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr. ....$1.15@1 25
Door Mineral..... ... . 65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S. C., K., T.. .....70&10%
Style A. (all steel)..... .....60&10%
Style E, Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list.. ..... 40&10%
Gold Coins, low list ..... 40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	....30%

Kohler's:
Daisy..... ....net, per dozen$7 50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ....$85.00

Leaders, Cattle—
Covert Mfg. Co. 35%

Leads—
Covert Mfg. Co.
Cotton..... 45% &2%
Hemp..... ..... 45% &2%
Jute ....10&5%
Sisal..... ..... 35 & 5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .. ..5½@6c
Block Tin Pipe.....35@ 37½%
Lead Pipe, full lengths.... .....5to 7¼
Lead Pipe, Tin Lined.... .....12½c
Sheet Lead, full rolls.... .....6¼c

Lemon Squeezers
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40 ..... 20%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Jennings' Star .....₩ doz. $1.9.@2 00
Little Giant. ..... 50@50&5%
Porc. Lined, Iron..... ₩ doz. $1.15
Porc. Lined, Wood..... .. ₩ doz $1 25
Wood, Common. ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon ....2?&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $4.00 .....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton. .....20&10%
Flax ....40&10%
No. 0 to 5 .. .. 20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50 .. 15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross..... .... 20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $?.50 20%
Wire Clothes, 100 feet, Nos. 18 to 20. 45@45&5%
Nos. 1 to 4..... 40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co. 40%
Reading Hardware Co.....50%
Sargent & Co..... .... 40&10%

CABINET—
Eagle Lock Co.... ....33½&5%
Corbin..... 33½&5%
Yale ....33½&5%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00..... .....40%
Ames Sword Co 40%
Brown's Brass..... .....25%
Brown's Chain..... .....25%
Champion..... .....40%
Eagle 40%
Slaymaker's:
General Line..... .....85&10%
Scandinavian..... ... .0%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co ... .60%

TRUNK—
Corbin's..... ....25&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@5&50%
Lignumvitæ.....45@5&50%
Bliss:
Carpenters.....
Tinners..... ...
Box.....
Carvers.....
} 33½%

Mattocks—
Cronk's Garden. 33½%
Regular Goods..... 70%@70&10%

Meat Cutters—
American..... .....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's..... ₩ doz. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$50

Enterprise ....25@25&7½%

Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4 50	$6

Little Giant..... .....33½%@40

Nos.	305	310	312	320	322
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz ..30&10@40%

Nos.	100	150
	$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—

	₩ lb
Magnolia Metal Co.:	
Defender	18c
Kosmic.....	9c
Magnolia, Anti-Friction	25c
Mystic.....	14c

f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ doz. $4 00.40
Sargent's.....60@60&10

Mitre Boxes—
C. E. Jennings & Co..... .....25&10%
Seavey's, ₩ doz. $30 ....40%

Motors—
COFFEE MILL—
Specialty Novelty Co .....: each $8.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 .. .. 90,10&10%

PICTURE—
Niles' Patent 40%
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$31.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ..... ₩ doz. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops.....40&10@60%
Crown ..... ₩ doz. net $12.00
Eureka, No. 74. ..... doz. net $8.50
Eureka, No. 75. ..... doz. net 8.00
Giant No. 1, ₩ doz. $18..0. No. 1½ $16.50; No. 2, $15.00 ..... 20&5%
Lightning..... ₩ d .. $16.00, 20%
Morris No 1, List $20 00. .....50%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Rollis Hdw. Co. No 1 18 00.....50&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9 00
Octagon	4.00@4.75
Round, assorted.....	3.0 @3.00
Square.	4.0 @4.25
Snell's:	
Octagon .....₩ gr...	$5 25
Corrugated	6 75
Knurled.....	6.75@7 50

Nippers—

Acme	50%
Smith's Cutting	50%
Todd's Cutting	50%
Nut Crackers—	₩ gro.
Acme, Japanned .....$30.00..40%	
Acme, Nickel Plated..... $0.00..40%	

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain..	$5.10
Hexagon, Plain	5.60
Square, C. T. & R.....	5 80
Hexagon, C. T. & R.....	6.00

Hot Pressed:

Mfrs. U S. or Nar. Gauge Stan'd.	
Square, Blank.	5.00
Hexagon, Blank.....	6 00
Square Tapped.....	5.80
Hexagon, Tapped	6 00

Oils—
Linseed, City, Raw, in barrels, ₩ gal 42c
Linseed, City, Boiled, in barrels. ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels... ₩ gal. 55c
Lard, Prime City ...₩ gal.....56@ 60
Lard Extra, No. 1..... 49@51
Lard, No. 2..... 35@38

Oilers—

Brass and Copper, ...	80&10
Tin or Steel	85&10
Cushman & Denison's:	₩ doz.
Gem.....	$ .80
Leader.....	.60
Perfect Oilers.....	1.50
Star Pocket Oilers	.75
"Paragon," Brass.....	.45@5%
"Paragon," Zinc.....	60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust	70@70&10%
Zinc and Tin.....	60@60&10%
American Tube & Stamping Co., Spring Bottom Cans.....	70@70&10%
Railroad Oilers, etc.....	60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10 c " "
Queer Creek Axe ....20 c " "
} 40%

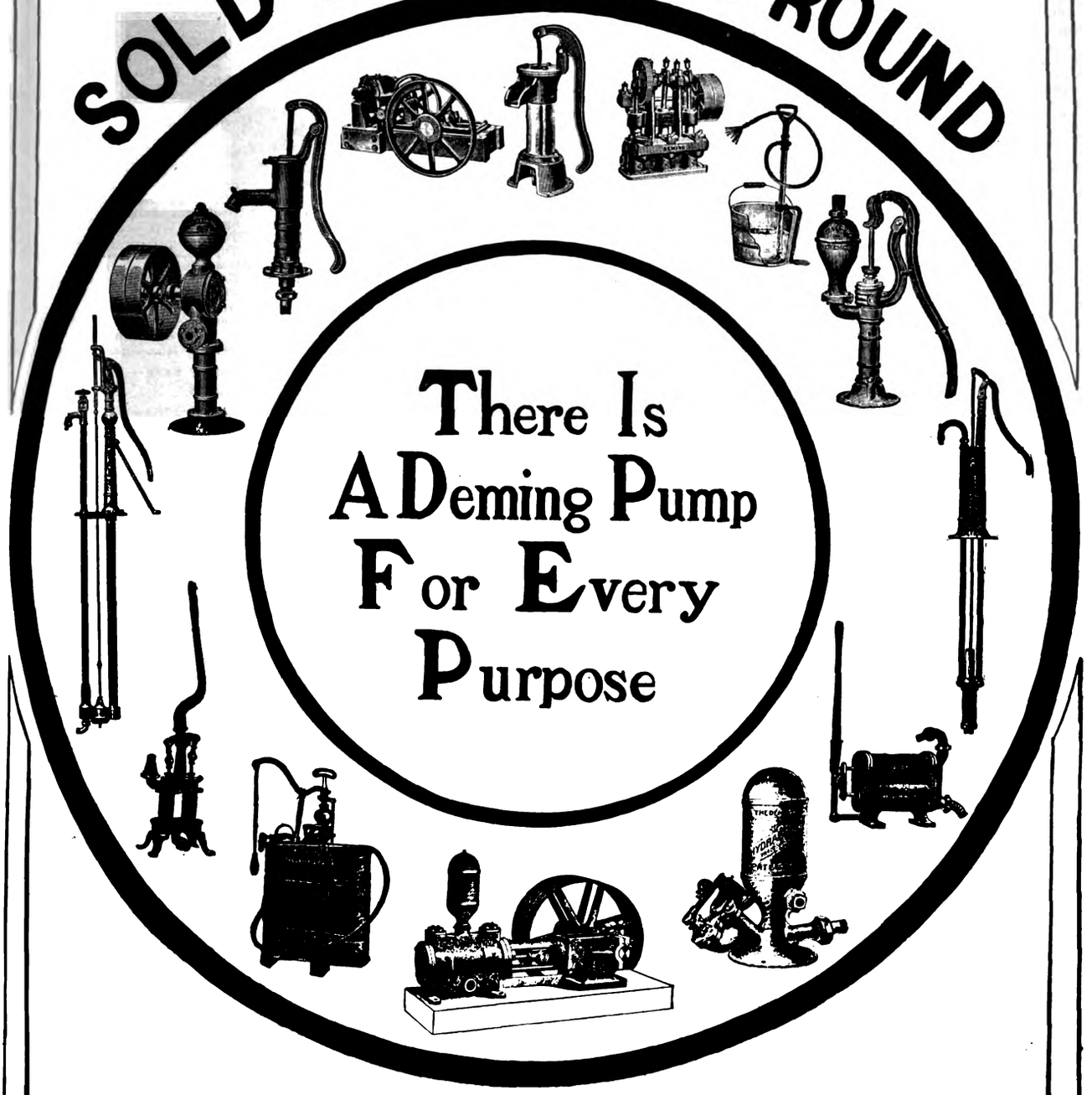
OIL STONES—
Pikes'

Lily White Washita ....60c ₩ lb.	
Rosy Red " ...60 c " "	
Extra " ... 50 c " "	
No. 1 " ....40 c " "	
No. 2 " ....30 c " "	
Lily White " Round, Edge Slips.....	90 " "
No. 1 Washita, Round Edge Slips.....	70 " "
Washita Pen Knife Pieces 70 c " "	
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.50 " "	
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "	
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.50 " "	
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "	
Soft Arkansas Round Edge Slips.....	$2.50 " "
Hard Arkansas Round Edge Slips	$4.00 " "
Hard Arkansas Pocket Knife Pieces.....	$4.00 " "
} 33½%

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DEMING PUMPS

SOLD THE WORLD ROUND



There Is A Deming Pump For Every Purpose

The DEMING COMPANY, Salem, Ohio, U.S.A.

HENION & HUBBELL, General Western Agents, Chicago, Ill.

OTHER GENERAL AGENCIES:

W. P. DALLETT, Philadelphia. ENGLISH IRON WORKS CO., Kansas City. HARRIS PUMP & SUPPY CO., Pittsburg.
CRANE CO., San Francisco, Los Angeles and Portland. CHAS. J. JAGER CO., Boston. SYDNOR PUMP & WELL CO., Richmond, Va.
RALPH B. CARTER CO., New York.

SPECIAL POWER PUMP AGENCIES:

HENDRIE & BOLTHOFF MFG. & SUPPLY CO., Denver. HENSHAW, BULKLEY & CO., San Francisco.
L. BOOTH & SONS, Los Angeles. DARLING BROTHERS, Montreal.

Foreign Orders Executed Through New York Export Merchants. NEW YORK OFFICE: 56 Pine St.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓&5
Queer Creek Oilstones, ..(20c ₱ lb
Chocolate " ..(50c " "
Regular Hindostan..... (35c " "
Small Hindostan .....(10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior"..... 60%
Extra..... 60%
MISCELLANEOUS— ₱ lb
American Packing..... 80@35c
Cotton Packing..... 10c@25c
Italian Packing..... 10½c@12c
Jute..... 4½@6½c
Russian Packing..... 9c@12c

Padlocks—
See Locks.

Pares—
APPLE— ₱ doz.
Advance..... $ 4.50
Baldwin..... 5.00
Bonanza..... each 6.50
Dandy..... each 7.50
Eureka, 1898..... each 20.00
Family Bay State..... 15.00
Improved Bay State..... 36.00
New Lightning..... 7.50
Reading, 7..... 4.00
Reading, 78..... 7.00
Turntable, 1898..... 6.75
White Mountain..... 6.00
POTATO— ₱ dos.
Saratoga..... $7.10
White Mountain..... 6.00

Pencils
Dixon's: ₱ gro.
Carpenter's..... $2.17@8.75
Carpenter's, Blue or Red Lead..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.00
Colored Lumber..... 9.00
Black Artists..... 9.37
Colored..... $4.83@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 24, 1899..... 70@70&5

Pipehangers, Conductor—
Iwan's, Perfection, Wire..... 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench Second Quality..... 50&10%
C. E Jennings & Co..... 50&10%
Molding..... 33⅓&5%
IRON PLANES—
C. E Jennings & Co., Iron..... 50&10%
Sargent's..... 60@60&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's..... 25&10@25&10&10%
Miscellaneous..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros..... 30%
Butcher's..... $5.00@5.25 to 2
C. E. Jennings & Co..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White..... 20&5@25%

Pliers and Nippers—
Button..... 70&10@75%
Ideal Carrier:
Pliers
N. 1..... 60&10%
" 90..... net $9.00
" 40..... 75%
" 50..... 80%
" 65..... 40%
" 70..... 50%
" 80..... 40%
" 85..... 40%
Wm. Johnson's Gas Pliers..... 60%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts.

Plumb Bobs—
Keuffel & Esser Co..... 33⅓%

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers..... 20%
Iron Levels..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10&5&10&10%
Stanley's Duplex..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... 35%

Polish, Metal—
Prestoline Liquid, New List..... 40%
Prestoline Paste..... 40@40&10
U. S Metal Polish Paste, 8-oz. boxes, ₱ doz..... $ .50
₱ gross..... 4 ..
¼ lb. boxes, ₱ doz..... 1 ..
½ lb. boxes, ₱ doz..... 2.25
U.S Liquid, 8 oz cans, ₱ doz.. 1.25
gross..... 12.00
Barkeeper's Friend Metal Polish, ₱ doz..... 1.75
₱ gross..... 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₱ lb 10c
Black Eagle, Liquid, ½ pt cans, ₱ doz. 75c
Black Jack Paste, ¾ lb. cans ₱ gro. $9.00
Black Kid Paste, 5 lb can, each ..$3.65
Ladd's Black Beauty gro $15.00, 50%
Joseph Dixon's .....₱ gro. $5.75, 10%
Dixon's Plumbago.....₱ lb 8c
Firesine..... ₱ gro. $2.50
Gem .....₱ gro 4.50, 10%
Japanese ..... ₱ gro $3.50
Jet Black ..... ₱ gro $3.50
Peerless Iron Enamel, 10 oz cans ₱ doz $1.50

Wynn's:
Black Silk, 5 lb pail... ....each 70c
Black Silk, ½ lb box... ₱ doz $1.00
Black Silk, 5 oz box,....₱ doz $0.75
Black Silk, ½ pt. liq ....₱ doz $1.00

Poppers, Corn—
Square,.....₱ doz. ₱ gro
1 qt..... $ 9.00
1½ qt..... 11.00
2 qt..... 18.00

Post Hole Diggers—
Disston's Samson Digger....$34.00, 25%
Kohlers: ₱ doz
Little Giant.....per doz.. net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 18.00
New Champion..... " " 5.50
Rival..... " " 7.50
Ryan's ..... ₱ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved..... 40&5%
Perfection ..... ₱ doz. net, $8.25
Split Handle ..... " " 7.50
Vaughan's, 4 to 9 in.,₱ dos. net...$6.00

Post Hole Diggers—
Iwans ₱ doz.
Split Handle..... net $5.00
Perfection ..... " " $8.00

Rockford Tack & Nail Co.
Rockford Brand..... ₱ doz net $6.50
Atlas Pattern..... ₱ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks..... 75&10&25
Hop Hooks..... 60&10&25&5%
Potato Hooks..... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓&5
Disston's Combined Pruning Hook and Saw ₱ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₱ doz.. $18.00, $.@25&10%

Smith's:
Pruning Shears 6 10%
Rockdale Pruners..... 33⅓&5
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... 75&10%

Pulleys—
Awning..... 60@60&10%
Axle..... 50&10@60% 45&10%
Brass Screw..... 50%
Ceiling..... 50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter..... 60@60&10%
Empire Sash Pulley..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye ₱ doz..
4-inch, $3.75; 6-inch $5.00..... 55%
Hay Fork, Harts, 4¼-inch, ₱ doz., $5.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₱ doz., $12.00..... 40%
Side, Anti Friction..... 60%
Shade Rack..... 45%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers'..... 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Dairy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump..... $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump..... 17.00
No. 11, Fig. 331, 3 inch Deep or Shallow Well Pump..... 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump..... 14.00
No. 58, Fig. 332, 3½ in. Shallow Well Pump..... 17.00
No 70 Fig. 333, 3½ in. Deep Well Pump..... 15.00
No. 72, Fig 333, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 448, 3 inch Lift Pump..... 9.00
No. 106, Fig. 448, 3½ in. Lift Pump..... 11.00
No. 483, Fig. 510, 3 in. Lift Pump..... $7.00
No. 181, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 285, Fig. 389, Windmill Pump..... 12.50
No 295, Fig. 403, Windmill Pump..... 16.00
No. 340, Fig. 406, Regulator Pump..... 28.00
No. 302, Fig. 477, Spray Pump, complete..... 11.50
No. 301, Fig. 547, Knapsack Spray Pump..... 10.00
Discount, 40% f. o. b. Aeoland.
No. 30-, Fig. 518, Low Down Tank Force Pump .....net, 5.00
No. 350, Fig. 492, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cas. Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 55%
Saddlers' "0" Drive, good.....60@65%
Snell's Tinners'..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₱ 100 feet $1.40 1.65 2.00
Barn Door, "None Better" No. 1, ₱ foot 3½c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. R. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange ₱ foot, 8c..... 70%
Carrier Steel Rail, ₱ foot..... 4½c
Cronk's: ₱ foot
O. N. T. Style, No. 13. ..... 8½c
Double Braced..... 8½c
Lane's:
O. N. T 1 in.....net, $3.00
O N. T. 1½ in .....net 3.75
Stowell's Wrought Steel 45%
Sliding Door, Bronzed Wrought Iron, ₱ foot 8½c
Sliding Door, Steel, Brass Plated, ₱ foot 8½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb 35c ..... 25%@30%
Victor Track Rail, 7c ₱ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 50%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers: Net
Lawn Queen.....20, $3.45
" " 21, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th. 2.21
" " 12th..... 2.40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10 00 to $..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated ....
Nickel Plated .....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal..... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops':
Small Bore Rifle Cleaner ₱ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs 70%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners'..... 75%&5%
Miscellaneous..... 75%&5%

Rivet Sets—
Regular List..... 70

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope: ₱ lb
Sash Cord and larger... 15½@16c
Medium ..... 15½@16c
½ in. and larger..... 11c
Common..... 10½@11c
Jute Rope:
A grade..... 6..
C grade..... 5½c
Manila:
7-16 in. and larger..... 11½c
⅜ in 12c
½ and 5-16 in..... 14½c
Sisal:
7-16 in. and larger..... 7½@9c
⅜ in ..... 8@9½c
½ and 5-16 in..... 8½@10c

Rules—
Athol, Steel..... 33⅓%
Boxwood..... 60&10&60&10&10%
Ivory..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood..... 35&10%
" Steel..... 33⅓&10%
Lufkin's:
Steel..... 50&10%
Lumber..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases.. ₱ 100 lbs $2.75
Bronze Finish d in Cases" .. 3.15
Aluminum Finish " " 2.95
Full Nickel " " ".....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...2 &5&10

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper..... 25%
Flint and Emery Paper.. 50&10@60%

Sash Balances—
Caldwell Mfg. Co..... 50%
Pullman ..... 50&10@50%
Victor Bronze..... 70%
Victor Steel..... 70%

Sash Chain—
Competition..... 50&10%
Giant..... 40%
Monarch B. C Co,..... 70%
Pullman Bronze 70%
" Cop Steel..... 70&10&10%
Royal Metal..... 62½&5%
Steel B. C. Co..... 70&10%
Steel Copperplated..... 70%
Victor Bronze..... 70%
Victor Steel..... 70%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13c
Common India ..... ₱ lb 10@10½c
Patent Russia ..... ₱ lb 14c
Patent India..... ₱ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₱ lb 40c
A Quality, White..... ₱ lb 45c
B Quality, Drab..... ₱ lb 35c
B Quality, White..... ₱ lb 30c

Sash Fasteners.
Ives "Crescent"..... 50%
Imperial 33⅓%
Sash Rollers 70%
Ives Sash Fasteners..... 40%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 50%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... 60%
Ives' Patent:
Wrought Metal..... 55%
Cast Metal..... 62½%
Window Ventilating Lock..... 60%
Parson's Signal..... 60%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory..... $22.00

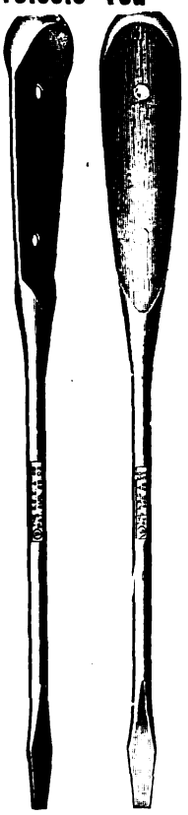
Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@25&5%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 2 to 14 in. Wide..... 50
Band ½ to 3-16 in. Wide..... 50

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Our Trade Mark Protects You



The "Perfect Handle" Screw Driver

There is no Screw Driver on the market so well made, or so well adapted for general use as the "Perfect Handle."

Note the one piece drop forging—the style of handle—the beauty of design—the solidity.

Our unqualified guarantee is back of each of them. Let's give you further particulars.

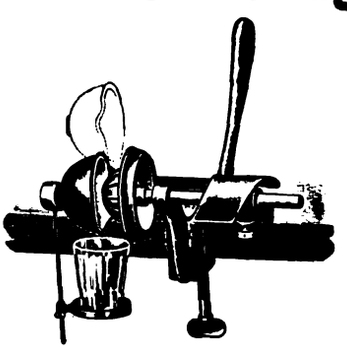
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Plantsville, Conn.

Our Catalogue is "Our Drummer."

It lists the largest line of general merchandise in the world, and is of special interest to hardware dealers. Its prices cannot be duplicated by any other house. It is free to any hardware merchant. Ask for catalogue CC461. : : : : :

BUTLER BROTHERS,
New York. Chicago. St Louis.

While Looking About



for a Lemon Squeezer, compactly put together, working rapidly and thoroughly—unbreakable—Look at

"The Leader"

Has no loose parts—always ready to squeeze.

Two styles—nickel-plated and japanned.

MENTION "HARDWARE"

THE LEADER MFG. CO., Hartford, Conn.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE.
General Industrial Agent,
Seaboard Air Line Railway,
Portsmouth, Virginia.
We have a good location for your plant.

HURWOOD BRAD AWLS

Are of the lasting kind. One piece of best quality crucible steel extending from point to head and a rivet through ferrule, wood and steel, have given our Brad Awls the name and fame of outlasting six of any other kind made.



Built for business they are business builders.

* *

Our catalog tells an interesting tale about Hurwood Tools. You ought to have a copy for reference. Shall we send it?

HURWOOD MFG. CO., Inc.
Bridgeport, Conn.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%

Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%

Diston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 14, 90, 9, 16, D100, D8, 120 76, 77, 3.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%

C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 30&2½&10%

Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%

Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%

Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%

Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%

Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Back Saw Frames.....30%

Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10

Star, Saws and Blades.....25%

Saw Filer—
Diston's D8 Clamp and Guide, $30.00
₩ doz.....30%

Saw Frames—
C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz 6.00
Diston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cut: Nos. 8 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive $18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.50@ 2. 0
Striped.....2.00@ 2.20
Pelouze.....50%

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $4.0 @4.00
Foot.....50&5%@20&5%
Ship Common.....₩ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—
Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—
DOOR—
Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛ in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—
Porter Screen Mfg. Co.....60@60&5%
Phillips:
Fiver.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—
Buck Bros.....35&10&5%
Stanley Bros.....30%

Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electrical, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Bol. Hdle. Sets, No. 3...$12. 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No 10.....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85& 0%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—
List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—
Bench, Iron, ₩ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....83¼@85%
Chair.....60&10%
Hand, Wood.....83¼@85%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws Millers Falls, without Roller Bearing.....50&10 &10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz
Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.
3-Foot.....$10.00 ₩ gro. 40%
4- " .....$12.00 " "

Scythe Stones.
No 1 Indian Pond....$7.00 ₩ gro.
No 2 " " .... 4.50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " "

Seeders—
Raisin, Enterprise.....25@30%

Shears—
Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....80&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning, See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@40%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list.....70%

Shells—
See Ammunition.

Ship Tools.
L. & I. J. White.....25%

Shot—
See Ammunition.

Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—
Ives'.....45%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—
Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—
Plumbs.....30%

Slaw and Kraut Cutters—
Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 2x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25%@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 28.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bikle snaps 40%&2%
Yankee Breast Strap Buckle Snaps 20%
Breast Strap Protector.....45%&5%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—
National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—
₩ doz. net.
"1847".....$7.50
"Anchor".....8.25
"Eagle".....8.25
"Star".....8.25
Rogers, Smith & Co.....8.25
Rogers & Hamilton.....8.25
Holmes & Edwards.....8.25

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—
Cronk's, No. 50 Net per doz.....$1.00
" No 55 " " " 60c
" No. 56 " " " 81c
" No. 60 " " " 81c
" No. 68 " " " 80c

Steels—
Chatillon's "Dicks".....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's B'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....80&10@80&10%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Store Ladders—
Lane's.....50%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&30%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....60&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....90%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, ₩ doz., net.....$5.05
Columbia, No. 2, ₩ doz., net.....1.40
Little Jack.....₩ doz.....1.00

Rogers, Smith & Co.....1.25
Rogers & Hamilton.....1.25
Holmes & Edwards.....1.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—
Cronk's, No. 50 Net per doz.....$1.00
" No 55 " " " 60c
" No. 56 " " " 81c
" No. 60 " " " 81c
" No. 68 " " " 80c

Steels—
Chatillon's "Dicks".....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's B'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....80&10@80&10%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Store Ladders—
Lane's.....50%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
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American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....60&5%
Steel, Tinned.....60&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—
Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....90%
Shade, in dozens.....90&10&10%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, ₩ doz., net.....$5.05
Columbia, No. 2, ₩ doz., net.....1.40
Little Jack.....₩ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@10&10%
Steel.....25&5@35%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" As- Skin ....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List .....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holrovd & Co.'s:
Blacksmith's.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $5.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱ 100..... net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz 1.25, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz...$1.00, 1%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₱ doz...$12.00
No. 3, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₱ doz., $4.75; case of 72.....4.25
No. 4 Mouse, ₱ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....net $15.00
Mouse, No 3.....net 9 00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15 00
Yankee Mouse Trap.....5 50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, ₱ gro.....24.00

Trowels Mechanics—

Brade's Brick.....80%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....20%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mat Hdl, Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....30%
Nos. 100 and under.....50&10%
Solid Box Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Ova Slide.....60&10%
Ball Clamp.....45& 0%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....40&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing 70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct 2, 1900.....85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....60⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar. .60&5&c 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 42c
Linseed, City, Boiled, in barrels, ₱ gal. 44c
Out of Town on Spot.....₱ gal. 41c
Calcutta, Raw, in barrels.....₱ gal. 55c
Lard, Prime City.....₱ gal.....58@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $19.00@$21.00
Barytes, American Floated, ₱ ton, $19.00@$20.00
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over. ₱ lb. 6½c
White Lead, Eng., in Oil..₱ lb. 8½@9½c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@56¼c
In machine bbls.....56½@57c

Dry Colors—

	₱ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @20 c
Sienna, Italian, burnt & powdered	4½@10 c
Sienna, Italian, raw & powdered	3½@ 4½c
Umber, Turkey, burnt	2½@ 3½c
Umber, Turkey, raw	2½@ 3½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	12½@14½c
Indian Red, American	3 @ 5½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	15 @15
Black Lampblack, common	8 @10 c
Blue, Chinese	35 @40 c
Blue, Prussian	30 @35 c
Blue, Ultramarine	14 @15 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @14 c
Umber, burnt	11 @13 c
Umber, raw	10 @ 8 c
Brown, Vandyke	10 @12c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sarvent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere, Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H Mayhew Co,, Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Bros Tool Co., Cohoes, N. Y.

Axle Grease.
Fraser Lubricator Co., New York, N. Y

Axle Oil
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Ball Guards
Fernald Mfg. Co., North East, Pa.

Balances, Sash, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Door Hangers.
Stowell Mfg & Fdy. Co., South Milwaukee, Wis.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City, N. J

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Scholihorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H H Mayhew Co, Shelburne Falls, Mass.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Bottle Stopper and Opener.
Taplin Mfg. Co. New Britain, Conn.

Box Catches, Fancy.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box and Chest Corners.
Brass Goods Mfg. Co., Brooklyn, N.Y.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

Braces, Carpenters'.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York
The H H. Mayhew Co, Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Brick Bands.
Niagara Falls Metal Stamping Co. Niagra Falls, N. Y.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Brass Goods Mfg. Co., Brooklyn, N Y.
Champion Safety Lock Co., Geneva, O
John H Graham & Co., New York.
Hobart B. Ives & Co., New Haven, Conn
Sargent & Co., New York
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co, Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Sargent & Co., New York.

Cabinets, Bolt
J. D Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Calipers.
Alfred Field & Co., New York.
C. E Jennings & Co., New York.
Smith & Egge Mfg Co., Bridgeport, Conn.
L S. Starrett Co, Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N J

Carpenters' Tools.
Stanley Rule & Level Co, New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Sweepers.
National Sweeper Co, Marion, Ind.

Carpet Stretcher and Tack Hammer Combined
R W. Montrose, Galien, Mich.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Heaters
Lehman Brothers, 10 Bond St., New York.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cars, "Irish Mail"
Standard Mfg. Co., Anderson, Ind.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W H Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros. New York
Oneida Community, Oneida, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn

Cherry Stoners.
Enterprise Mfg. Co of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.

Chisels, Cold.
Hurwood, Mfg. Co., Bridgeport Conn.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co. New York
Sargent & Co. New York
L. & I. J. White Co., Buffalo, N. Y.

Churns.
One Minute Churn Co., New York, N Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. L. Taylor, Newark, N. J.

Claw Hammers.
Franklin Specialty Co,, Reading, Pa.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N H
L & I J White Co., Buffalo, N. Y

Clippers.
Chicago Flexible Shaft Co., Chicago, Ills.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clipper Sharpeners
John Van Benschoten, Poughkeepsie N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothe Bars.
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks.
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sarvent & Co., New York and New Haven.

Coil Springs, (Door).
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H Anderson & Sons, Inc., Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W H Anderson & Sons, Inc., Detroit Mich

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Copying Processes.
Felix H. Daus Duplicator Co., New York.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D Warren Mfg. Co., Chicago, Ill

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York.
Niagara Falls Metal Stamping Co., Niagara Falls, N. Y.

Cuspadors.
Buffalo Mfg Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Jos Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.

Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.

Dampers.
Panner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Dog Collars and Muzzles.
Alfred Field & Co., New York.

Door Holders.
Pullman Mfg. Co., Rochester, N. Y.

Door Checks and Springs.
Sargent & Co., New York.

Dormant Scales.
Osgood Scale Co., Binghamton, N. Y.

Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.

Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Drills, Hexagon.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)

Drills, Blacksmiths', Etc.
Sargent & Co., New York.

Dripping Pans.
The Bronson Walton Co., Cleveland, O

Drop Forgings.
Thomson Drop Forge Co., Plantsville, Ct.

Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Duplicating Machines
Schapirograph Co., New York, N. Y.

Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa

Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.

Electric Bells and Supplies.
John H. Graham & Co., New York.

Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.

Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York

Emery Wheels.
Pike Mfg Co., Pike Station, N. H.

Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.

Escutcheon and Push Plates.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Sargent & Co., New York.

Export Agents.
John H. Graham & Co., New York.

Face Marking Gauge.
Mossberg Wrench Co., Central Falls, R. I.

Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.

Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
W. J. Adam, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J

Fire Arms
Alfred Field & Co., New York.
Hopkins & Allen Arms Co., Norwich, Conn.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Door Hangers
Stowell Mfg. and Foundry Co., South Milwaukee, Wis.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
ville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O
ville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Adjustable Face Marking
Mossberg Wrench Co., Central Falls, R. I.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass

Glass Water Coolers.
Mississippi Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Surface)
John Van Benschoten, Poughkeepsie N. Y.

Gummers, Saw.
Henry Disston & Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.

Gutters, Rod.
Chandler & Farquhar, Boston.
Hopkins & Allen Arms Co., Norwich, Conn.
J. Stevens Arms & Tool Co.,

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.

Harness Dressing.
Frank Miller Co., New York, N. Y.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.

Header Forks.
Geneva Tool Co., Geneva, O.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike Station, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co. Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H. Anderson & Sons, Inc., Detroit, Mich,
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Chas. Welland, New York.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike Station, N. H.

Ladders.
Berger Bros. Co., Philadelphia.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
Hurwood Mfg Co., Bridgeport, Conn.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Letter Duplicator.
Felix Daus Duplicator Co., New York.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Levels, Adjustable Sheet Steel.
Rollis Hardware Co, New York, N.Y.

Lighting System (F.-P.)
Incandescent Light & Stove Co., Cincinnati, Ohio.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machine Knives.
Lancaster Machine & Knife Works, Lancaster, N. Y.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.
Vermont State Co., Zanesville, Ohio.
Kelly Foundry & Machine Co., Goshen, Ind
Smith Bros. Mfg. Co., Indianapolis, Ind.
Bliss, Williams & Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber,
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co , New York

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets
John H. Graham & Co., New York.
C. E Jennings & Co New York.
L. S. Starrett Co. Athol. Mass
The H H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works, Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont State Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York.

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgepost, Conn.
Walworth Manufacturing Co., Boston, Mass.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam. Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport. Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind and New York.

Polishes, Paste.
Geo. W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co,, Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Radiators.
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Willson & Co., H. B.....9
Wood & Co., W. T.....1

*Appear every other issue.

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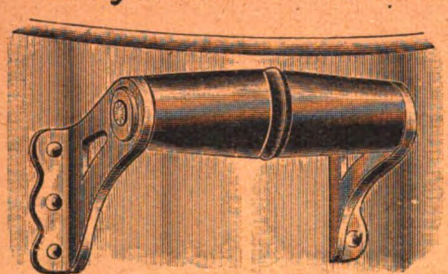
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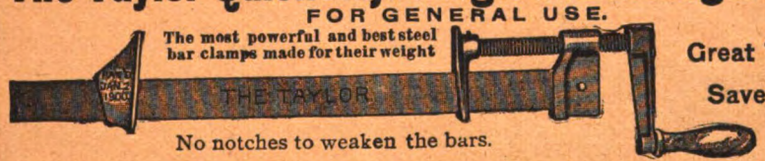
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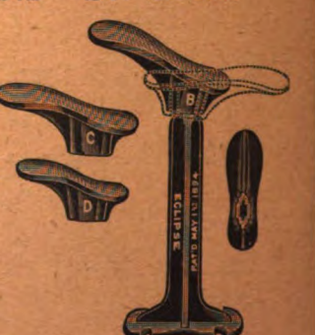
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Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
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VOL. XXX.,
NO. 6.
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NEW YORK
DECEMBER 25
1904.

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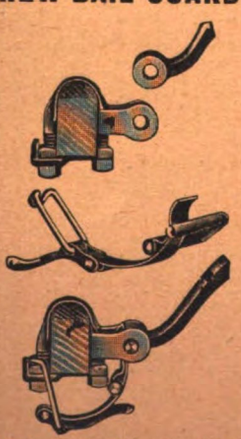
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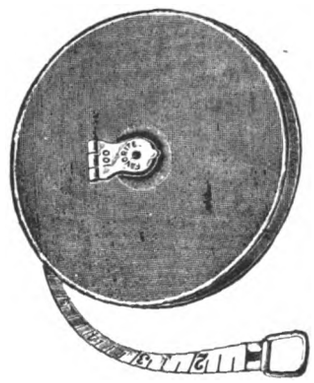
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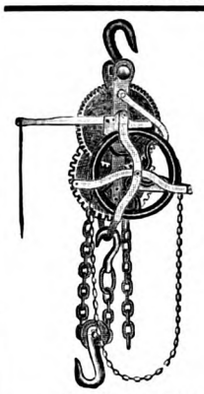
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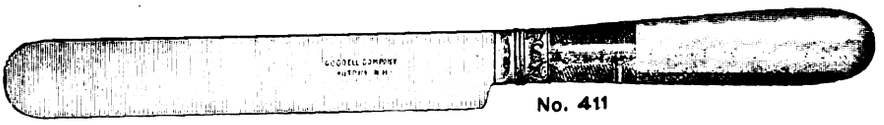
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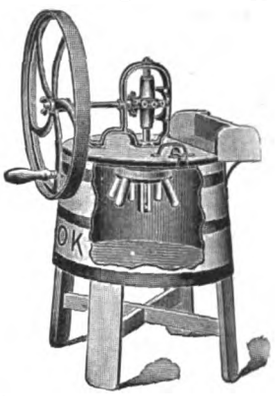


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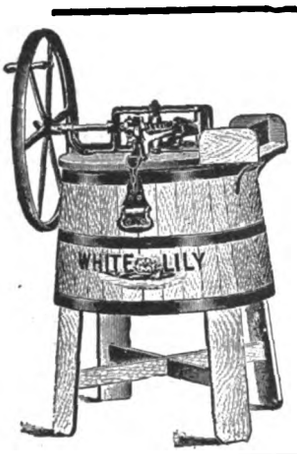
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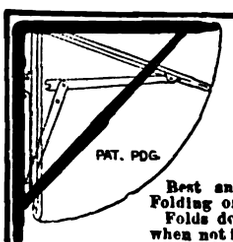
Davenport, Iowa.



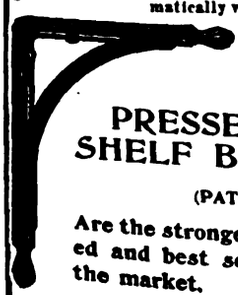
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Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S
PRESSED STEEL
SHELF BRACKETS
(PATENTED)
Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges
THE GRIFFIN MFG. CO.
Erie, Pennsylvania.

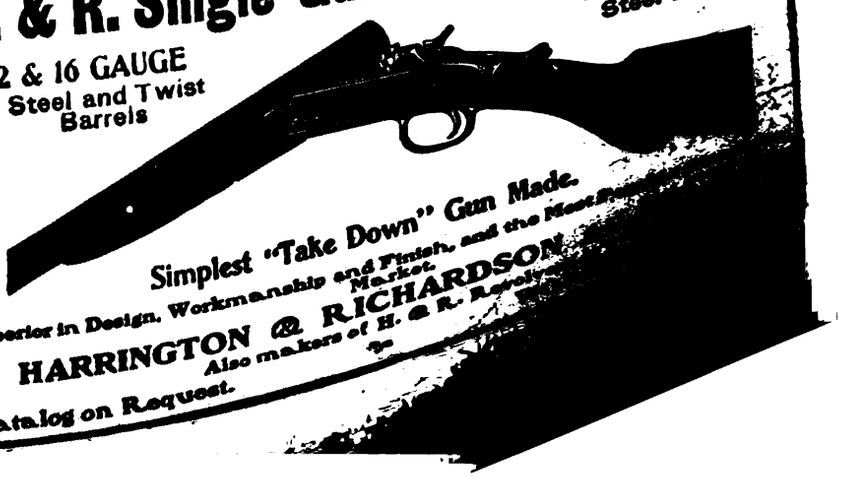


PRISON, HOUSE AND STABLE WORK.
Joist Hangers;
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Fencing, etc.
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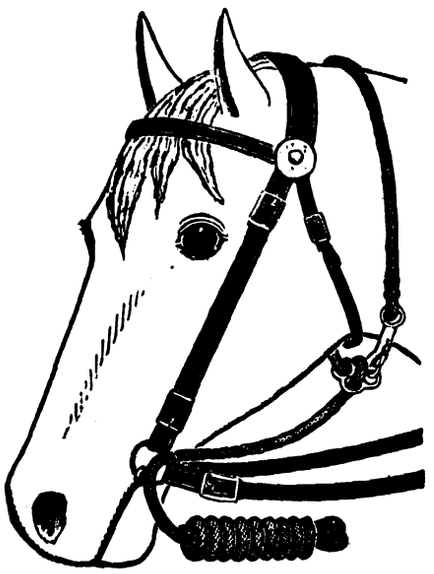
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H. & R. Single Gun
AUTOMATIC AND NON-Ejecting.
20 GAUGE, Steel Barrel.
12 & 16 GAUGE
Steel and Twist Barrels



Simplest "Take Down" Gun Made.
Superior in Design, Workmanship and Finish, and the Most
Market.
HARRINGTON & RICHARDSON
Also makers of H. & R. Revolv
Catalog on Request.

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LIVERY TIE.

Solid black braided cotton hitching tie—Snaps around the neck—long enough to tie around a telegraph pole—just as good as a neck strap that costs you $1—looks just as well as a neck strap that costs you $1—you can retail them at 25 cents. Ask your jobber.

Manufactured only by

E. T. RUGG & CO.

NEWARK, OHIO.

Manufacturers of leather, web and rope halters, cattle and horse ties of every kind.

We Sell the Large Wholesale Trade Only.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,

General Industrial Agent,

Seaboard Air Line Railway,

Portsmouth, Virginia.

We have a good location for your plant.



FREE to Dealers: "Bristol" Calendar for 1905

ON CONDITION

that the coupon below is properly filled out and mailed to us **attached to your business letterhead.**

This beautiful outing scene is lithographed in ten colors and will be admired by all who see it in your office or home.

Send in your name at once and we will place you on our list; the calendar will be mailed about December fifteenth.

The Horton Manufacturing Co.,

Bristol, Conn., U. S. A.

Do you sell Fishing Tackle?.....

Do you handle the "BRISTOL" STEEL FISHING RODS?.....

Name, ...

.....

Address, ...

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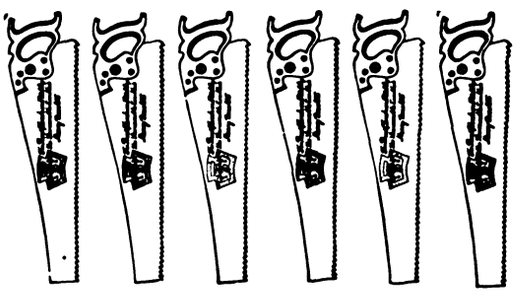
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(Cut this out, attach to your letterhead and mail to **THE HORTON MFG. CO., Bristol, Conn.**)

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DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

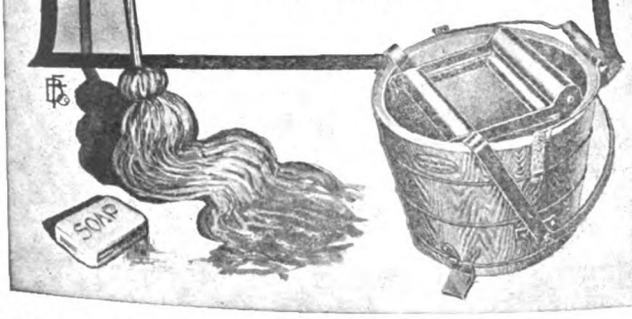
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are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
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Voorhees Rubber Mfg. Co.
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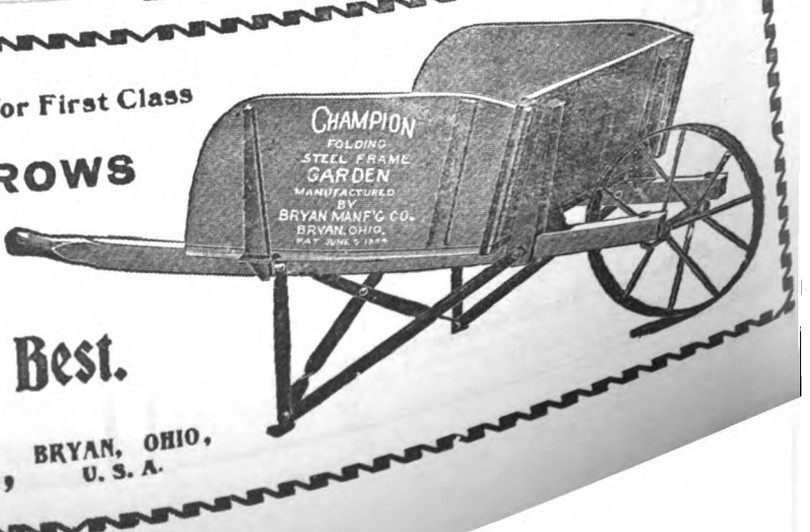
Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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NEW

PUTNAM

Horseshoe Nails.

IN view of the fact that there is room at the top, and a good demand for a high class Horseshoe Nail, we wish to bring it to the attention of the trade that we are making but *one grade* of Horseshoe Nail (THE NEW PUTNAM,) which is first-class in every respect, and superior to any that have ever been previously offered, and that we are, therefore, *maintaining prices*, and that our machines make no seconds or inferior nails with which to flood the market and create unsatisfactory and unprofitable conditions; nor have we an overstock to dump to add to the demoralization.

In this relation, it should be borne in mind that the difference in price between our nails, and that of the very cheapest now sold, amounts to only 1½c. *per horse.*

PUTNAM NAIL CO.,

No. 50 Congress St., Boston, Mass.

WHITE

Experience has taught the shrewd Hardwareman where he can secure the best

Edge Tools

for his money: None other than White's.

If you will give our Edge Tools a trial we are positive you will want nothing better.

We've been in the business

Seventy-Five Years

L. & I. J. White Co.

BUFFALO, N. Y.

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promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*

H. B. WILLSON & CO. Patent Attorneys

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THE SCHWEROTLE STAMP CO.,

STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS

BRIDGEPORT, CONN.

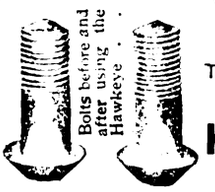
PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.

THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.



5 IN 1 NUT WRENCH.
PIPE WRENCH, THREAD CUTTERS.
Will remove "Neverslip" and "Rowe" Calks.
The Best Wrench Made.

Best Wrench Made For Automobiles
Has More Uses Than Any Wrench Made
No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



The easiest selling wrench on the market
Ask for prices and discounts.

HAWKEYE WRENCH CO.

MARSHALLTOWN, IOWA



Aside from a very attractive and quick-selling line of ANDIRONS

and Fire Place Equipment, the Blacklock Catalogue illustrates and describes one of the most extensive and complete lines of Sad Irons, Sugar Kettles, Stove and Country Hollow Ware, etc.

Every Hardware dealer should have the Blacklock Catalogue and prices.

May we send them to you?

BLACKLOCK FOUNDRY, South Pittsburg Tenn.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.

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SHOE KNIVES,
Butcher and Kitchen Cutlery,
Carpenters' Drawing Knives,
Cigar Knives, Screw Drivers, etc.
All of unsurpassed quality.



Send for Illustrated Catalogue of Full Line.

C. J. Kimball Co.
BENNINGTON, N. H.,
U. S. A.

THE FANNER MFG. CO.,
CLEVELAND OHIO.

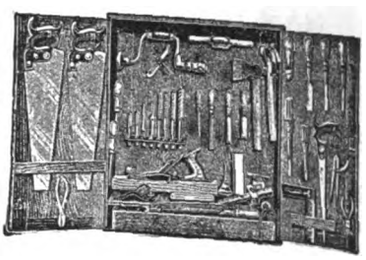
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ASK FOR OUR CATALOGUE OF HARDWARE SPECIALTIES, ARCTIC STOVE TRIMMINGS, ETC.



TOOL CHESTS

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use: also Tool Cabinets.



Eureka Tool Cabinet, No. 2.

Machinists' and Pipe Fitters' Empty Tool Chests.

Agents for Steel Tool Chests.

Send for latest catalogue.

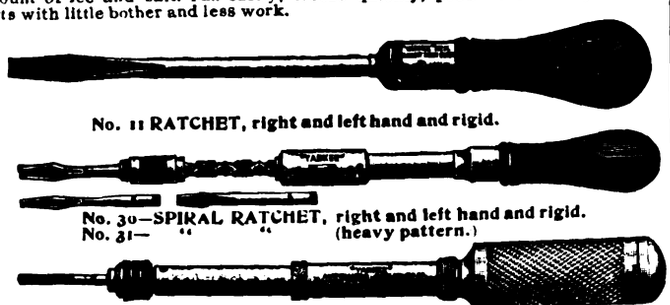
AMERICAN TOOL CHEST CO.
200 W. Houston St.
New York, U. S. A.



"Lightning" "Gem" "Blizzard"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

"Yankee" Tools.



No. 11 RATCHET, right and left hand and rigid.

No. 30—SPIRAL RATCHET, right and left hand and rigid.
No. 31— " " " (heavy pattern.)

No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

NORTH BROS. MFG. Co., Philadelphia.
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ADAM'S STEEL & WIRE WORKS,
Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.



Send for Catalogue.
Adam's Steel & Wire Works.

ESTABLISHED 1836.

ALFRED FIELD & CO.
93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

Joseph Rodgers & Sons, Limited, Best Cutlery in the World.
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WAX WIRE
AN ENTIRELY NEW THING.
A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products.
CORRESPONDENCE SOLICITED.

FRANK MILLER'S
Carriage Requisites

FRANK MILLER'S
CARRIAGE TOP DRESSING
Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.

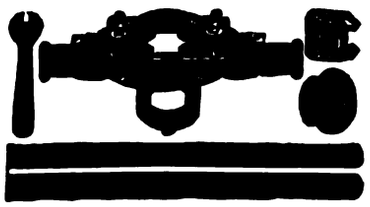




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AXLE OIL
Superior to Oil; and
THE FRANK
249 & 251
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The Genuine ARMSTRONG ADJUSTABLE STOCKS and DIES



FOR THREADING PIPE.

Universally acknowledged to be the best on the market. Will take pipe from ⅛ to 4 inches, cutting right and left.

SEND FOR CATALOGUE.

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AGENCY JOSEPH RODGERS & SONS, LTD.
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

J. D. WARREN MANUFACTURING CO.
900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.



BUTTER IN ONE MINUTE

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

AGENTS WANTED

Cable Address: "Minute" or "Murphite" New York

I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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MERCANTILE AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
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Screen Doors

Window Screens. Snow Shovels. Clothes Horses. Garment Hangers. Towel Racks. Mops. Stable Scrapers. Kitchen Shelves. Door Holders. Nozzle Holders. Tack and Nail Boxes.

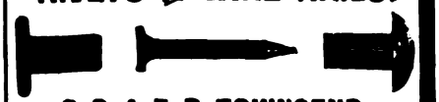
The A. J. PHILLIPS CO.,
FENTON, MICH.

THAT NAME
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has been stamped on tools during the past
33 YEARS
It's worth rembering the next time you order
COLD CHISELS,
CEMENT WORKING TOOLS
or STONE CUTTING TOOLS If you want the best.
The "Anderson" COLD CHISELS are meant for Customers who require an extra high grade tool
Neatly packed in boxes.
PRICES ?
W. H. ANDERSON & SONS,
CONTRACTORS' TOOLS
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The Niagara Wrought Steel Harness Snap.
All Steel, Formed Cold, Loops of Drawn Steel Wire.
STRONG
DURABLE
CONVENIENT
HANDSOME
SALABLE.

As low in price as any other good snap. Free Sample and quotations to jobbers only.
Niagara Falls Metal Stamping Works,
Niagara Falls N. Y.

RIVETS & WIRE NAILS.


C. C. & E. P. TOWNSEND,
New Brighton, Penn.

You take no risk on the quality.
We make only the Best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipe, and lining Refrigerators.

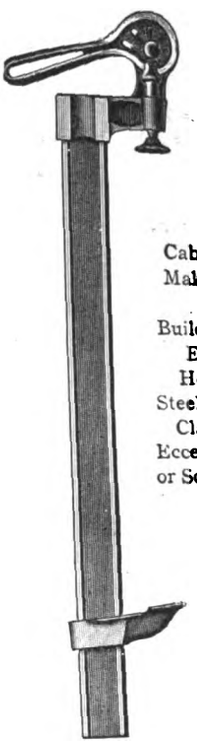
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730 MARKET STREET, PHILADELPHIA.
87 BECKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
182 LAKE STREET, CHICAGO.

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.

COLT'S CLAMPS

are the bugbear of manufacturers of poor Clamps, who in the past have relied on the cheapness of their goods to secure orders.



Cabinet Makers' and Builders' Extra Heavy Steel Bar Clamp, Eccentric or Screw.

Our Prices

compete with their's, yet their clamps, in quality or finish, can never compare with ours.
A postal request will bring you complete information.

Batavia Clamp Co.
41 Center Street,
BATAVIA, N. Y.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK.
171 and 173 Lake Street, CHICAGO.
25 and 27 Fremont, SAN FRANCISCO.

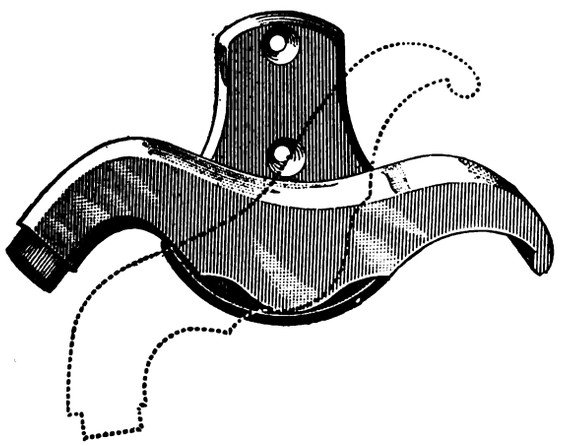
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Simplicity Durability Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater

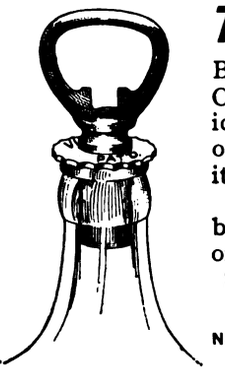


pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,

Rochester, N. Y.



THE VICTOR

Bottle Stopper and Opener sells most rapidly because it fits any ordinary bottle; makes it absolutely air tight.

Opens any capped bottle. Two tools in one—both perfect.

Send for sample.

THE TAPLIN MFG. CO.,
New Britain, Conn. 115 Chambers St., New York.

TIME TO STOCK UP ON



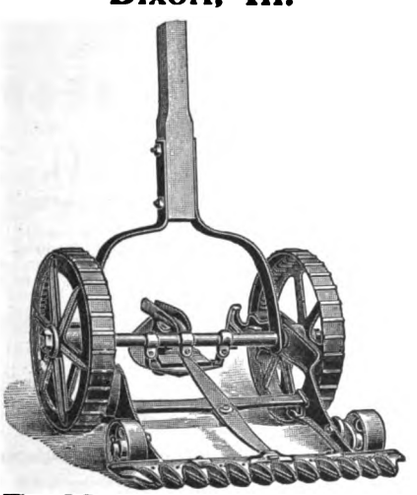
BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. **Get the profits yourself.** See your jobber about it without delay.

Black Satin Polish Co.
107 Chambers St., NEW YORK.

CLIPPER LAWN MOWER CO.

Dixon, Ill.



THE MOWER

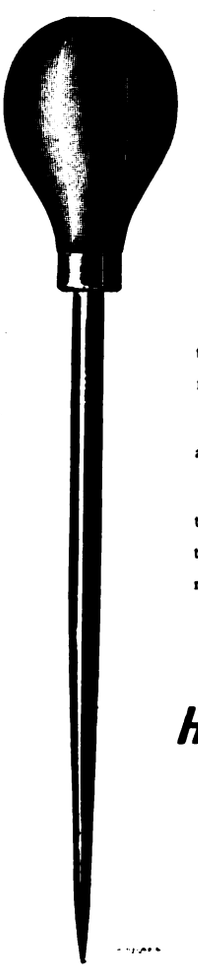
That will **Kill all the Weeds in Your Lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The **CLIPPER** will do it.

SPOT CASH
PRICES TO THE TRADE:

No. 1,—12 inch	$4.50
No. 2,—15 inch	5.00
No. 3,—18 inch	5 50
No. 4,—21 inch	6.00

Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.

NO MAN ON THE ROAD.



Mayhew's Ice Picks

Our No. 999, shown herewith, like the rest of our line, is hammer forged from Tool Steel and oil tempered.

Has a needle point, hardwood handle and nickel-plated brass ferrule.

We sold so many of them last year that we urge hardware men to place their orders NOW for prompt shipment.

"First come, first served."

Mention HARDWARE.

H. H. Mayhew Co.

Shelburne Falls,

Mass., U. S. A.

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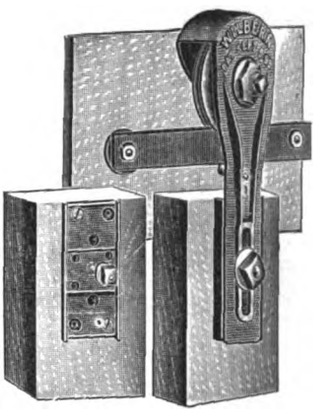
The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.



WILBERN
Adjustable Hangers

For Barns, Warehouses and Fire Doors
formerly Manufactured by
Midland Iron Works, Racine.
Both Vertical and Lateral Adjustment

Send for New Hanger Catalogue.

Stowell Mfg. & Fdry. Co.
61-94 5th Ave.,
South Milwaukee, Wis.

The Man
Who Puts Up
"APOLLO Best Bloom" Galvanized Sheets

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED PITTSBURGH

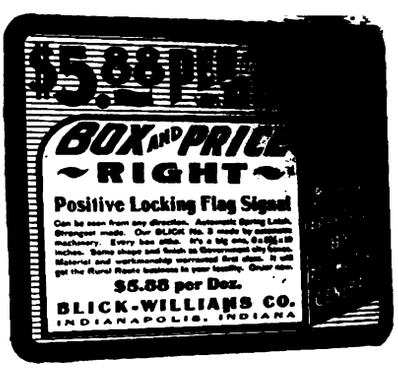
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Their easy working qualities, perfect coat and extremely long life have long ago made them the Sheet Metal Workers' favorite.

A saving in first cost is not all; long life is not all, but the "Apollo" combination of the two, leaves nothing to be desired. Try "Apollo" Galvanized Sheets once and see for yourself.

Ask your jobber for them, or write us if he cannot supply your wants.

American Sheet & Tin Plate Company,
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SAFETY
OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO.
Zanesville, Ohio.



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



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MEET ALL REQUIREMENTS.
Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.
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A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised bra-s figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, Go-day, Calendar, Electric and Synchronized Clocks.* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. The Practical Clock Improvement Co., Dept. 68, 49 Dey St., N.Y.City

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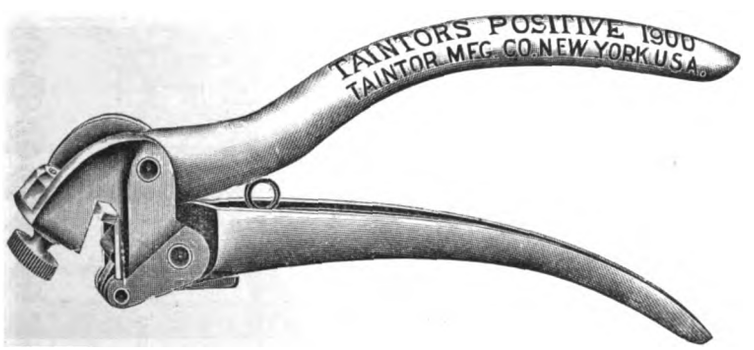
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Gauge Cannot Slip.
Has but One Gauge to Set.
Will not slip on the Finest of Teeth.
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Will not Break, Crack, Crease or Mar the Face of the Teeth.

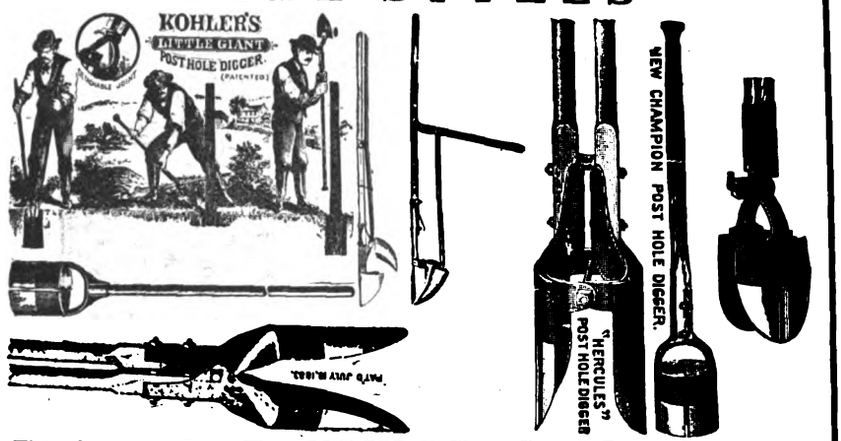
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QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT TABLE WARE
SILVER PLATED, ALSO NICKEL SILVER (Without Plate)
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Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

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40 Sizes and Styles for Hand and Power from $1.00 to $300.00



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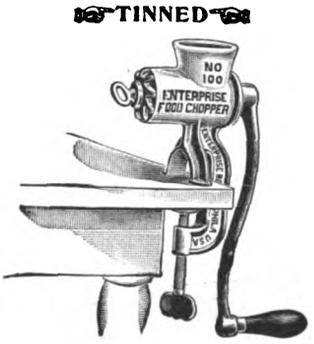


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FOUR KNIVES WITH EACH MACHINE



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BEATEN!

The Soap-Stone of the Past Knocked to Pieces.

Few people carry a heated soap-stone on their drive, for that becomes a young iceberg or a miniature refrigerating plant in a few hours.

Everybody who drives wants a

CLARK CARRIAGE HEATER

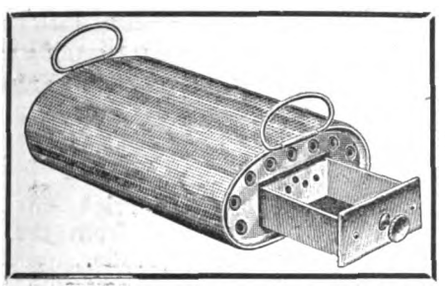
"The Heater that Heats"

which keeps an even temperature and insures perfect comfort for the longest drive.

Warm and comfortable for sixteen hours at a cost of only 2 cents.

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Made in all styles and sizes.



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Refuse substitutes. Insist upon having **Clark Heaters** and **Coal. THEY ARE THE BEST** and are for sale by leading jobbers everywhere. Booklet for the asking

Send us a postal card and let us tell you all about them.

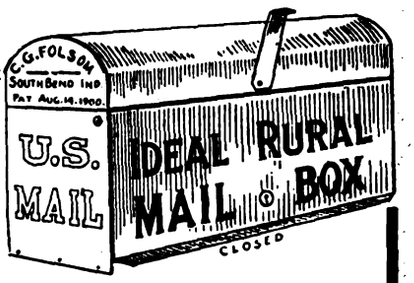
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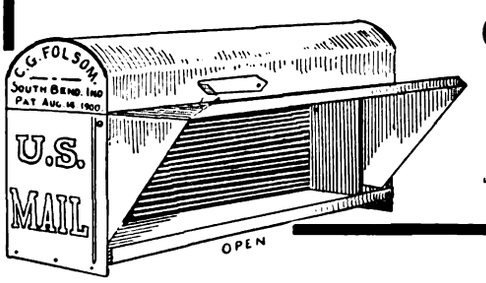
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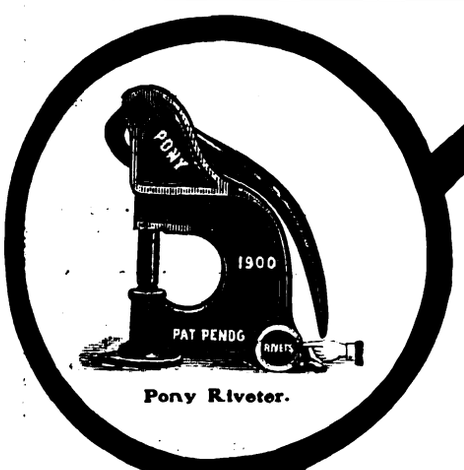
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Pony Riveter.

As Solid As A Rock

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PONY RIVETER

sets a rivet, either tubular or split.

Compare It With Others

We make others too—but not the kind that suffer by comparison.

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CHICAGO, ILL., U. S. A.

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BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

"Giant," "Red Metal"
Cable and Jack
Chains.





Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

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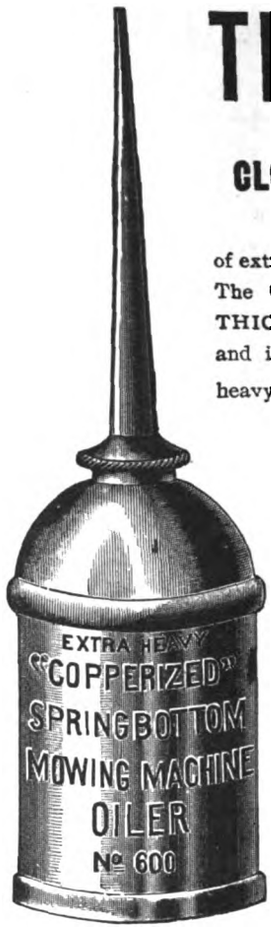
New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.

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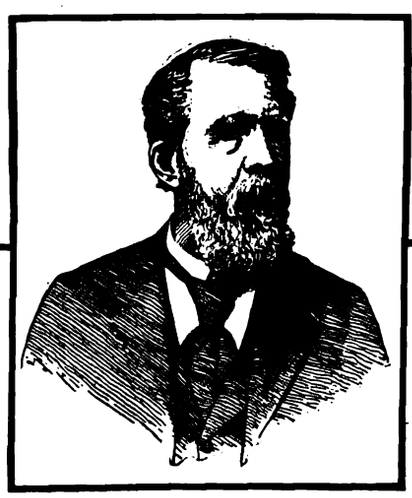
CLOCK SPRING STEEL BOTTON

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
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L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

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HOLT'S



IMPROVED Dover Egg Beater

It's equal is unknown. It beats eggs in 20 seconds—in one-fourth the time of the best hand whipper.

THE FLARE DOES IT!

And then our Beaters are one-third larger than the 10-cent Dovers.

The Dashers are thicker, too, wider and flared.

OUR "CLEANER" RUG AND CARPET BEATER —are you handling it? Send for price-list circular.

HOLT-LYON COMPANY
SOLE MANUFACTURERS
TARRYTOWN-ON-THE-HUDSON, N. Y.

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HARDWARE

The Goulds Triplex Boiler Feed Pump, operated by a 40-horse power Electric Motor, located in the boiler house of Machinery Hall at the World's Fair, St. Louis, has been purchased by the Lewis & Clarke Exposition Co. to be used for the same purpose at their Exposition to be held at Portland, Ore., next year. The Goulds Manufacturing Co., of Seneca Falls, N. Y., was awarded a Gold Medal for this pump, which supplied feed water for boilers of 4,000 H.P. in the boiler house that furnished the power for Machinery Hall. The Goulds Manufacturing Co. was also awarded three other Gold Medals, one for their exhibit in Machinery Hall of Power Pumps and one each for their exhibit of Hand Pumps, and Sprayers and Spray Fittings in Horticultural Hall.

✤

The Century Cash Register Co., Ltd., of Detroit, Mich., announce that all suits for infringement entered against them by the National Cash Register Co. have been withdrawn.

✤

The Pope Bicycle Daily Memorandum Calendar for 1905 contains a memorandum leaf for every day in the year and 365 original sayings in favor of good roads, good health, outdoor exercise, and that great vehicle of health-giving, the modern bicycle, by our most eminent living men of marked accomplishment. These sentiments, gathered from the minds of people whose thoughts represent the highest type of evolution, urge us to partake of the open air life that only the bicycle can give, with full freedom from care and from crowds. The calendar is free at Pope Manufacturing Co.'s stores or any of our readers can obtain it by sending five two-cent stamps to Pope Manufacturing Co., Hartford, Conn., or 143 Seigel Street, Chicago, Ill.

✤

The Black Satin Polish Co., manufacturers of Black Satin Stove Polish, are now making arrangements to advertise their product locally, placing the name of the local dealer at the bottom of each advertisement. Progressive dealers who are taking advantage of this opportunity, are getting some good advertising for a rapidly selling article.

✤

The Hamden Manufacturing Co., Hamden, Conn., have advised us that designing to handle all their goods direct from factory from the present time, they have severed the relations formerly existing with the J. C. McCarty Co., as selling agents for their line.

✤

The Spencer Wire Co., Worcester, Mass., has established a department for the manufacture of music wire, tempered steel card wire and all kinds of similar high-grade wires which the company has never before attempted to make. The department will occupy a new building already completed, 50 by 125 feet, and three stories. It contains an oil plant for tempering, installed by Gilbert & Barker, Springfield, Mass.

✤

The Voorhees Rubber Manufacturing Co., manufacturers of high-grade mechanical rubber goods, hose, belting, packing, valves, tubing, mats, mattings, etc., also of the celebrated "Nubian" packing and gaskets, of 18-40 Bostwick Avenue, Jersey City, N. J., have been awarded the gold medal for mechanical rubber goods and the highest award for rubber belting at the Louisiana Purchase Exposition, 1904.

✤

A. Treadway & Sons Hardware Co., of Dubuque, Iowa, announce that they are buying out the business of the Schreiber, Conchar & Westphal Co., and that the transfer will be made about January 1st. It is stated that the latter concern will retire from the jobbing Hardware business, this department being taken over entirely by Treadway & Sons, who will carry a general line of Shelf and Heavy Hardware, Tools of all kinds, House Furnishing Goods, Agricultural Tools, Sporting Goods, etc. This concern was established in 1853 under the name of Andrew & Treadway. In 1889 Mr. Andrew sold out his interests and the company became incorporated under the present name. They will occupy the buildings now used by the Schreiber, Conchar & Westphal Co. in addition to their present quarters, giving them double their present floor space.

CATALOGUES WANTED.

Albert Rothermel is about to open a Hardware store at 686-688 East 149th Street, New York City, and desires catalogues of everything in Hardware. The location of the new store is the business center of the Bronx, and consequently Mr. Rothermel starts in business with excellent chances of success.

L. & I. J. WHITE COMPANY.

The L. & I. J. White Company, of Buffalo, N. Y., manufacturers of Edge Tools and Machine Knives are erecting a large addition to their forge department 135x80 feet in size and will equip same with the most modern appliances for tool forging, etc. In addition to the Forge Department extension, the company has also added quite largely to its machinery equipment both in the Iron Machine and Wood Machine Departments during the past few months and additional track and switch facilities have been provided in connection with the new building. This addition is necessary on account of the rapid increase in the company's business, both domestic and foreign. New Agencies in South American countries—Equador, Chili, Peru and Argentine Republic—have recently been established, as well as in British Guiana, West Indies and Porto Rico. The company also enjoys constantly growing trade in South Africa and Australia.

A CALENDAR WORTH HAVING.

Harrington and Richardson Arms Co., Worcester, Mass., sent us one of their extremely handsome and artistic calendars for the coming year, showing a very good looking young lady, with pronounced outdoor tendencies, radiant with health, holding her Favorite rifle and caressing her handsome dog who occupies the center of the picture. The calendar is a very attractive one and should be in the hands of all our readers. The Harrington & Richardson Co. state if any of our readers desire a copy, they will be pleased to mail one without charge—while the supply lasts—if they will mention HARDWARE in their application.

SOUTHWESTERN HARDWARE AND IMPLEMENT ASSOCIATION.

The Southwestern Hardware and Implement Association will hold their annual convention in Kansas City on January 17th to 19th next. A large number of dealers in Kansas, Missouri and Oklahoma are expected to attend this convention, and take an active part in its proceedings.

A VALUABLE SPECIAL NUMBER.

The *Affarsvarlden*, published at Stockholm, Sweden, have issued, under date of November 25th, a special number of about 300 pages, profusely illustrated, the graphic contents of which fulfils the title of the paper, as they give a wide number of the Industries of Sweden, which are referred to extensively, accompanied by characteristic engravings which assist in a more general way to convey the requisite information. Many portraits of the leaders among the manufacturers are shown, and enable the reader to pick the "Captains of Industry" in every branch of manufacture to which attention is called. Statistics are given of a number of Sweden's important industries, views of the largely endowed plants, from cellulose to wood pulp, and from machinery to shipbuilding. This is a Special Number of profound interest and reflects great credit upon the publishers.

A NOVEL CALENDAR.

The American Sheet & Tin Plate Co., Pittsburgh, Pa., have issued a very novel and characteristic calendar which they denominate as their "M. F. Roofing Tin Calendar." With a red background, they have a roofer represented in his working garb, holding up his cap and looking as though he were enjoying the quality of tin he was using, and of which he is saying "M. F. Roofing Tin, every time, all the time, for all time." The calendar is contained in a booklet, the monthly leaf of which is kept open in a novel way that must be seen to be appreciated. The company say they have a large number of these printed and shall be pleased to send one to any person who will plainly write his name, business and address on a postal card and mail the same to the advertising department of the company. They prefer receiving postal cards as they greatly facilitate the handling of the many requests they will undoubtedly receive. Send for one.

JOHN S. LENG'S SON & CO.

Owing to their inability to renew the lease of their present quarters at No. 93 Reade Street, John S. Leng's Son & Co., the well known New York jobbers of Bicycle Sundries, will remove to No. 33 Murray Street, corner of Church Street, where they will have entrances on both streets. There will be enough room at the new location so that the Steel Tubing business can be conducted there, which is now located at No. 4 Fletcher Street where the firm has been in business for forty-two years. They hope to be in the new store before January 1st.

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HARDWARE

VOL. XXIX. DECEMBER 25, 1904. NO. 6

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

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The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,
309 Broadway New York.
TELEPHONE, 2704 FRANKLIN
CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
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L. E. MACINTYRE, - - President.
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HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review

The approach of the first of January forms a natural period in which to make changes in prices, and many manufacturers have their Price Lists in hand for revision. The leading goods, about which they are the most solicitous, have already been handled with an upward tendency in price. A number of minor changes have been made and the trade is already prepared for the most noted, a reluctance to advance too promptly in the present condition of the market being a marked characteristic. Manufacturers are satisfied for the present to call in their special quotations on some lines of goods which were made a month ago, indicating a stiffening of prices, not alarming enough to stop orders but assuring a firmer market.

The advance of another dollar a ton to which the Nail and Wire markets have been subjected, was taken by the trade to mean they would gradually advance the rate to the price that obtained before the decline, and orders are going forward with that idea in view. Each successive change in price is not of a startling character and continued buying is a natural result. With the prospect ahead of continued prosperity, the merchants are giving close attention to plans upon which they intend to make minor changes, adding to the scope of the business, extending its lines and frequently showing a succession of new plans that will be heard from later.

It is considered wisdom of the highest kind not to overbuy, no matter what the temptation is; the better way is to keep the regular stock well assorted, and there are certain lines, such as Steel Goods, Shovels and Spades, Ice Cream Freezers, Lawn Mowers and Screen Doors and Windows, that deserve to be looked after closely. Trade cannot be confined to single lines of endeavor, but must be made to embrace everything analogous to the business, out of the sale of which a profit is to be expected. To the above lines attention should be directed and orders should be given early enough to ensure prompt delivery in the Spring as they are wanted.

Great preparations have been made by the trade to catch the Christmas shopper. Never was the assortment of goods so elaborate nor the detailed display so significant of what can be found in a Hardware stock important enough and useful enough to make an attractive bid for fitness and value. From Safety Razors to Tool Chests; from Carpet Sweepers to Chafing Dishes, everything that the imagination can suggest to add to the happiness of mortal existence will be found in a Hardware store, and money will be well expended on the articles of utility and luxury there displayed without a single regret at making a purposeless purchase.

The slump in the price of cotton occasioned by the phenomenal crop will be the worst feature which the Southern Trade will have to contend with this year. They could not expect to produce the largest crop possible and sell it for the top price. An increased acreage was planted, and the size of the crop was speculated on in advance, with dire results. When they settle down to ascertain results, they will find the price an average with those large crop years formerly known. Many of the planters disposed of their cotton in anticipation, and they were wise in their day and generation. It will certainly have a depressing effect on the Spring trade if it affects collections. Let us hope those wise men who make a study of conditions will yet see a ray of hope in the reaction that is bound to come.

THE FOREIGN COMMERCE OF THE UNITED STATES.

The total foreign commerce of the United States in the year about ending seems likely to exceed that of any preceding year. The total exports will probably fall slightly below those of last year and of the years 1900 and 1901, but as the total imports will materially exceed those of any preceding calendar year, the grand total of imports and exports combined will probably be the largest in the history of our commerce.

The statement of the November commerce and of the eleven months ending with November, just issued by the Department of Commerce and Labor, through its Bureau of Statistics, shows imports for the eleven months ending with November, 1904, amounting to 939 million dollars, against 918 millions in the corresponding months of 1903, 875 millions in the corresponding period of 1902, 800 millions in the corresponding period of 1901, and 760 millions in the corresponding period of 1900. Thus the imports for the full year seem likely to exceed those of any preceding calendar year, and for the first time in the history of calendar years imports will exceed one billion dollars in value. The total value of merchandise imported in the calendar year 1903 was 995 million dollars; in 1902, 969 millions; in 1901, 880 millions; in 1900, 829 millions; in 1899, 799 millions, and in 1898, 635 millions.

While the import record seems likely to exceed that of any earlier calendar year, the total of exports for the eleven months ending with November, 1904, is about 5 million dollars below the figures for the corresponding month of 1903, and 23 millions below those of the corresponding period of 1901. This slight reduction in exports is of course due to the great falling off in exports of breadstuffs, which amounted in the eleven months ending with November, 1904, to only 82 million dollars, against 176 millions in the corresponding months of 1903, and 252 millions in the corresponding months of 1901.

The fact that the grand total of exports falls but 5 million dollars below that of the corresponding months of last year, in spite of the loss of 94 million dollars in exports of breadstuffs, indicates a very large increase along other lines. The completed figures of the Bureau of Statistics indicate that this increase occurs chiefly in raw cotton and manufactures, cotton exports for the eleven months being about 14 million dollars in excess of the corresponding months of last year, while the ten months' figures of manufacturers already available show a gain of 64 millions over the exports for the corresponding period of last year.

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The figures of imports and exports for the single month of November also present an unusual record. The total imports of the month amount to 95 million dollars, against 77 millions in November, 1903, 85 millions in November, 1902, 72 millions in November, 1901, and 65 millions in November, 1900, the total for November, 1904, being thus larger than in any preceding November. On the export side the total for November is 157 million dollars, against 160 millions in November, 1903, 125 millions in November, 1902, 136 millions in November, 1901, and 136¾ millions in November, 1900, the total for November, 1904, being thus larger than that of any preceding November except that of the year 1903.

The following table shows the total imports and total exports in the month of November in each year from 1898 to 1904:

NOVEMBER.	IMPORTS. *Dollars.*	EXPORTS. *Dollars.*
1898	52,096,828	129,797,965
1899	70,098,931	123,755,911
1900	65,354,040	136,702,324
1901	72,566,307	136,455,639
1902	85,386,170	125,200,618
1903	77,061,806	160,455,590
1904	95,157,656	157,679,570

The following table shows the total imports and total exports of the United States in the eleven months ending with November in each year from 1898 to 1904:

ELEVEN MONTHS ENDING WITH NOVEMBER.	IMPORTS. *Dollars.*	EXPORTS. *Dollars.*
1898	579,825,309	1,117,695,672
1899	728,233,567	1,152,199,938
1900	760,452,507	1,332,056,242
1901	800,490,639	1,328,434,321
1902	874,959,883	1,212,693,530
1903	917,782,381	1,310,120,326
1904	939,347,370	1,305,738,374

"Another mineral which has come into notice within the last few years in consequence of its industrial applications is monazite, from which are obtained the rare metals, thorium, lanthanum and didymium, used in the manufacture of mantles for gas lighting. Monazite is found in the form of small crystals, mixed with sand in the beds of streams, where a certain class of granite rocks have disintegrated, and both in Europe and America it seems to be confined to those regions which have escaped glacial action.

"Something of a sensation was created in England a year or so ago by the widespread sickness which apparently resulted from drinking cheap beer. It was believed that the trouble came from the use by the brewers of glucose from which the sulphuric acid had not been altogether eliminated. The acid, in turn, was suspected of being tainted with arsenic, a common impurity in that article when manufactured out of Spanish pyrites. Since the first sensation over the trouble subsided, the theory has been advanced that it was selenium and not arsenic which poisoned the beer. That substance is also present in Spanish pyrites, and has been recently found in some of the products of British breweries. Thus another comparatively unknown metal has been brought to public attention. Selenium is not only very rare, but thus far has found little use in the arts. One of its qualities, the variability of its electric conductivity under the influence of light, has been turned to account by many inventors who were trying to transmit pictures by telegraph. Selenium costs about $13 a pound just now, and is, therefore, more valuable than silver.

"In the whole catalogue of 'chemicals, minerals and rare elements,' perhaps no name is more puzzling to the uninitiated than 'infusorial earth.' Still, if he knows much about dynamite, he is aware that this is the stuff employed as an absorbent to hold the nitroglycerine of that famous explosive. It was Nobel, the great Swedish engineer, who founded a number of attractive prizes to encourage scientific progress, who first discovered the trick by which nitroglycerine could be safely handled. Infusorial earth is composed of the silicious shells of minute vegetable organisms, diatoms which reveal wonderfully complicated and beautiful structures under the microscope."

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Libel.

QUESTION: A newspaper published concerning a man called to attend as a juror at a trial and challenged by counsel: "Expelled juror is a Rogue's Gallery man. Former juror No. 3 was once wanted by police for forgery. Sensation stirs the Court." Has he a cause of action against the newspaper?

REPLY: It is held that any publication concerning a man, the tendency of which is to charge him with the commission of a crime or to hold him up to public shame, contempt or ridicule or exclude him from the society of his fellows, is an actionable libel. Assuming that these statements are false, we think they furnish the basis for a cause of action. While it is undoubtedly true that a newspaper will not be liable for the publication of a true report of a judicial proceeding, unless the publication was maliciously made, we do not think that these statements could be regarded as in any sense a report of a judicial proceeding. We therefore should advise suit.

Conduct of Business Under Assumed Name.

QUESTION: I have recently purchased a business which was for years conducted under the name of "A, B & Company." I desire to continue to conduct this business under the same name without associating anybody with me as partner. Is there any objection to my doing so?

REPLY: In the absence of a statute there would be no objection to your continuing the business under the old firm name. The statute of this State provides, however: "Any person or persons shall hereafter carry on or conduct or transact business in this State under any assumed name or any designation, name or style, corporate or otherwise, other than the real name or names of the individual or individuals conducting or transacting such business, unless such person or persons shall file in the office of the Clerk of the county or counties in which such person or persons conducting or transacting or intending to conduct or transact such business, a certificate setting forth the name under which such business is or is to be conducted or transacted and the true or real full name or names of the person or persons conducting or transacting the same with the post office address or addresses of said person or persons." Any person who carries on a business in this State in any other than his own name, and fails to comply with the provisions of this Statute, is guilty of a misdemeanor.

QUESTION: I sold a man a mowing machine for $45. I took his order on a regular form furnished by the International Harvester Co., which states that I was to ship him a 6 ft. Verticle Mower and upon receipt of same he was to pay me $45 or give me his note. The time for payment had passed and I wrote him that we wanted a settlement and after awhile he gave me his note due in sixty days. I placed this in the bank for collection and yesterday the sheriff levied on his goods and sold the Mower I sold him—the man that I sold the mower to—at the time of signing order, stated that he owned sixty-six acres of ground and a house total value $3,900. Shortly after the sheriff had levied on the goods his wife came to me and said that her husband didn't know that she had come to see me, but she wanted to tell me that the sheriff had levied on the goods and she didn't think there would be enough to settle the judgment, as she owned the furniture and wanted me to try to reclaim the mower and wanted to know who the mower belonged to and I told her that the mower belonged to her husband, that is, he had given me his note in settlement of same. She said that we could not collect anything from him after the sale. Kindly advise what course I can pursue.

REPLY: We have no doubt that this was an absolute sale and that the title to the Mowing Machine vested in the buyer. If the mowing machine did not belong to you but did belong to the man to whom you sold it, it follows that his creditors would have a right to attach or levy upon the machine for his debts. There is only one possible ground on which you have any chance of getting back the mowing machine in this case. You state that the buyer represented to you at the time of signing the order that he owned sixty-six acres of ground and a house valued at $3,900. If those representations were false and were made for the purpose of inducing you to sell the machine, they constituted a fraud on the part of the buyer and entitled you to rescind the sale on learning of the fraud by notifying the buyer and tendering back the note received. But this right of rescision cannot be exercised as against a bona fide purchaser for value. If the mower has been sold on execution to a purchaser in good faith and for value, your right to rescind and recover the same is absolutely lost. If, however, the mower is still in the hands of the sheriff you can rescind and recover it by notifying the sheriff, provided the levy was made in the collection of a debt contracted prior to the sale of the mowing machine. (Kitchen vs. McCloskey, 150 Pa. 376). But if the machine was levied upon by a creditor, who became such subsequent to its sale by you, you cannot rescind the sale or contend as against the sheriff that it is your property. (Schwartz vs. McCloskey, 156 Pa. 256).

THE CHILD—That policeman reminds me of papa.
NURSE—How so?
THE CHILD—He winks at you just like papa does.

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TALKS WITH RETAILERS

By AMOS

HARDWARE RESOLUTIONS.

Good resolutions for 1905 are now in order. Thousands of people are making up their minds that on Sunday, January first, they will "Turn over a new leaf," start in with a clean sheet, and do better during the year. I wonder how many Hardwaremen are engaged doing this. I don't mean to suggest that the present policy of Hardware dealers is all wrong, nothing of the kind; but I do believe that there is room for some improvement, and I wish to submit in the following a set of resolutions that might well be adopted by many Hardwaremen. The general run of New Year's resolutions are to the effect that certain habits are to be set aside and be indulged in no more. I shall take the opposite course and suggest that certain new habits be formed. I suggest that during 1905, the Hardware Dealer "Get The Habit" of:—

(1)—Keeping a full stock of those articles demanded by his trade and such new things as can be sold in his vicinity. The Dealer can't expect to prevent his neighbors buying goods of a Mail Order House, if they fail to find the goods wanted at his store.

(2)—Keeping up to date in stock and business methods by reading Trade Journals, not only the editorial pages, but the advertisements as well.

(3)—Making collections promptly and discounting bills. No dealer's customers will think any more of him for letting their accounts run, without protest, for an unreasonable length of time, and the Dealer who pays promptly not only saves money by so doing, but besides receives better attention from Jobber and Manufacturer.

(4)—Making the interior of the store attractive—a comparatively easy matter with a stock of modern Hardware—but it takes persistence, push and perspiration.

(5)—Keeping the store windows clean and full of attractive displays, changed at frequent intervals.

(6)—Getting a hustle on every day in the week in the endeavor to bring down to a mighty small minimum the business of Mail Order Houses in the Dealer's vicinity.

(7)—Advertising regularly, persistently and intelligently, in local papers, by circulars, painted signs or any one or all of the many methods. This means some expense, and plenty of hard work, but it should be remembered that the Catalogue House would be an absolute impossibility without advertising.

(8)—Using plain talk in writing advertisements; the same kind that is used over the counter; the kind that is understood by the Dealer's customers; this means truth as well as distinctness.

(9)—Changing advertisements in local papers; it don't cost the Dealer any more to have a new ad in every issue of the different papers used, except for the time required in writing, and in the average stock of Hardware there is sufficient material for a dozen new ads for every day in the year.

(10)—Co-operating with fellow-dealers in all movements for the good of the trade. The old saying, "In union there is strength," applies most forcibly to the Hardware trade just now. Individual effort is absolutely necessary, but without united effort, little of real good can be gained for the trade as a whole. The State and National Associations are in a position to accomplish great good and they should receive the full support of every Hardware Dealer.

(11)—Sending to HARDWARE photographs of attractive windows or interiors, clippings of advertisements or samples of circular matter, experiences in store management, Catalogue House Competition or the particulars concerning any method of doing business, the knowledge of which will be of assistance to brother Hardwaremen. Don't call this "giving away business secrets," for every dollar lost by giving ammunition to competitors will be made up many times over by the good contributed to the trade at large.

(12)—Doing unto brother Hardwaremen as you would have them do to you.

* * *

The John E. Bassett & Co., of "Ye Olde Hardeware Store," New Haven, sent out to their Trade at the opening of the Holiday Season, a handsomely printed booklet, of which the following is the introduction:

> In this very practical age of ours there is little room for myths among grown-ups. Even our ideals do not roost very high above its level. And the practical people of this practical age, losing their own myths, are taking away the children's, so that even the belief in good old Santa Claus is leading a precarious existence.
>
> Ar'n't we too practical about it all and isn't it this practical standpoint that is making the twenty-fifth day of December the annual "swapping day" instead of the day of gift giving? Ar'n't we also losing the pleasure of giving as we lose sight of the sentiment that should prompt it?
>
> Let us bring ourselves back to the Santa Claus idea and get a new hold on the spirit of giving that is typified by the old gentleman with the reindeer, while we act as his assistants in the distribution of gifts. You owe it to the children at least to back up the old fellow.
>
> We want to tell you in the following pages of the many things we have that will help you to carry out the idea.

Following this, seven pages are devoted to Christmas Hints, all written in an exceedingly smooth "talky" style, and on the last page is given a list of prices of special interest to Christmas shoppers.

AFTER THE HOLIDAYS.

The man who knows how and when to advertise, who knows what to say and how to say it, will be one of those who are successful in handling a business campaign.

After the holidays there is sure to come a short period of depression in trade. Business almost stops in some lines, especially in smaller places. The supply of ready money has been greatly lessened by Holiday buying, but the people will soon have more. People must still eat, and drink, and purchase the necessaries of life. People will still look with longing eyes upon the luxuries of life. People still read advertising, and look in the windows. Therefore, merchants should still keep the advertising mill grinding away at about the usual speed. Don't discontinue the advertising in January, February and March. It's the man who hammers away with a new, interesting story every day and every week who is the one to win the business in the end.

The average business man in the small town is backward about spending money for advertising in the dull months of the year. He waits until business prospects are better in the hope that he may reap a larger return for his investment in publicity. If he advertises at all he will often neglect his space, expecting the people to continue their interest in his store when he has not enough interest in it himself to call their attention to the special values he has given some thought to preparing for them. When he expects a busy season he takes a large space to try and overcome the effect of his apathy during what he termed a dull season. This sort of advertising is quite as expensive as if the merchant kept at it day after day or week after week. Let the merchant change his advertisement each issue; say something bright which will interest those in the town, get his store talked about and make it headquarters for those seeking values, just the same in January and February as in the holiday season, when he was looking for the great event of Christmas.

The live City department store knows

NO DULL SEASONS,

no dull days, in fact. Of course, there are certain days or certain months when trade is somewhat lighter, but by the persistent use of large advertising space the up-to-date "big store" makes almost every day a busy one. Time was when these stores had dull days, but some live merchant with plenty of nerve made up his mind that when trade was dull, was the time to hustle harder for it—a very simple idea—but he carried it out and the other fellows followed suit, with the result already mentioned.

The Hardware store is filled with good things to advertise and the live, brainy Dealer can find just as good ad-writing material in the first three months of the year as during the other nine.

We reproduce herewith five advertisements of the Pierce Hardware Co., of Taunton, Mass., and it is doubtful if the most severe critic of Retail advertising could honestly offer a serious objection to any one of them. Each ad treats of either one subject alone or a series of closely connected subjects. Prices are given throughout and enough of the right Kind of "talk" to put the reader in an inquiring frame of mind. Perhaps one of the best features of these advertisements is the fact that in each case the space used depends upon the amount of matter in each ad. In other words, the ad is written first and the printer given instructions to set it up in a certain style, without limiting him to any particular space. The "Cider Press" ad occupies ten inches, double column; the "Kitchen" ad, nine and a half inches, double column; the smaller ads, six inches, single column each. In writing us, at our request, concerning their advertising, the Pierce Hardware Co. says:

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"The spaces used are surrounded by reading matter, which is very important, as it gives the ad more prominence. We try to adhere strictly to seasonable goods, but in the off seasons usually push some specialty that can be advertised at most any time of the year.

"In constructing an ad it is drawn out as near as possible to the way in which the writer wishes it to appear in print."

Cider Presses

The season is far enough advanced now for you to be thinking of making cider. If your old press is worn out or if you are going to start in this season it will be worth your while to look at our stock of presses.

PRICES $9.50, $15.00.

WINE PRESSES
$4.50, $5.50.

Baskets

We have baskets for all purposes. They are hand made and are very strong. Some with covers and others without.

COVERED BASKETS
15c. 17c. 20c.

1 BUSHEL BASKETS
25c. 30c.

Fruit Pickers

For hand picked fruit a wire fruit picker is a very convenient article, as one can pick the fruit while standing on the ground

25c. EACH.

The Pierce Hardware Co.



LABOR SAVING DEVISES FOR THE KITCHEN

THE THREE MINUTE BREAD MIXER



A MOST USEFUL ARTICLE FOR THE KITCHEN that will thoroughly mix and kneed BREAD IN THREE MINUTES without putting hands to THE DOUGH. PRICE, $2.25.

APPLE PARERS that pare, core and slice apples 85c

APPLE PARERS that pare apples ..... 67¢ This machine is made extra heavy

PARING KNIVES
We have two grades of paring knives. The Prices are
10¢ and 15¢



THE GEM FOOD CHOPPER
A NECESSITY IN THE KITCHEN
Chops Meat, Fruit and Vegetables
PRICE, 98c.

THE PIERCE HARDWARE COMPANY.



FOR BUTCHERS We have without question a very complete stock of Butcher's Supplies and one that will stand comparisons of QUALITY and PRICE.

SCALES With Tin Pans $3.50, $3.75, $4.50

SCALES With Porcelain Pans $5.00

STEAK KNIVES 25c. to 75c.

PORK KNIVES 65c., 75c.

SKINNING KNIVES 20c., 25c.

CLEAVERS 50c. to $1.25

THE PIERCE HARDWARE CO.

FOR THE **KITCHEN** AND THE **COOK**

FOOD CHOPPERS
The GEM has five steel cutters, chops everything, meats, vegetables, cooked or raw meats, crackers, fruit, etc.
98 cents

THE THREE MINUTE BREAD MIXER $2.00

PARING KNIVES
Square or spear points, best quality of steel,
15 cents each

COFFEE MILLS
A good Mill,
50 cents each

SAD-IRONS
"Mrs. Potts" in sets of three,
$1.00 set

THE PIERCE HARDWARE CO.

WHIPS.

IT HARDLY seems possible to say anything about whips, but if your horse is getting lazy and the usual cluck will not urge him on, then you need a whip to wake him up a little.

We have just received a new lot of about 500 whips. The kind that last, and they can be seen in our store. They are selling from 15c. up.

A Waterproof Whip, 15c

Better Quality Whips, 30c to 50c

Raw Hide Whips, 50c to $1.25

THE PIERCE HARDWARE CO.

MAIL ORDER BUSINESS IN AFRICA.

That the Catalogue House is not strictly an American institution is made evident by the following article, which appeared in a recent issue of the "South African Gazette." This article should furnish food for thought for those in the Trade, especially in view of the postal legislation, proposed by that organization of alleged philanthropists, known as the Postal Progress League. The article reads as follows:

Half an eye gives proof enough that in South Africa the "mail-order" business is extending. Local papers all give prominence to flaring offers made by professing manufacturers in Great Britain to the actual consumers in the Colonies. Suits, dresses, cycles, and what not are pushed before the eyes of potential buyers every week, and always at prices made to appear desperately low. Much as the "experts," "specialists," and other magicians in this line of trade are disliked by honest shopkeepers at Home, they are probably liked less still by storekeepers oversea. The competition is, of course, scarcely an equal one, for the advertiser escapes the local taxation, the righ rate of interest, the heavy rent, and the risks of deterioration and of bad debts that accompany ordinary retailing. In such goods as drapery, the advertiser is able to place upon the knees of purchasing women a wider selection of stuffs than the average up-country storekeeper is able to do during most seasons.

THE PENNY POST.

There is much more to aid competition of this kind. The penny post makes the distribution of catalogues a quite inexpensive proceeding. For no more than a shilling per pound gross the parcels department of the Post Office carries the goods through to their ultimate destination. The duty payable is the net charge made by the Customs authorities, with the trifling fee of sixpence per parcel as an extra payment for clearance. Even the advertising, which forms the major item in the expense accounts of the interlopers, costs them less relatively than does the advertising of local firms. The assistants employed by many "mail-order" firms are mere boys and girls, paid badly during their nonage, and destined to be dismissed on arrival at the maturity of one and twenty. Well may the invaders' goods look cheap when the value of money in England and in South Africa is compared, and when all these accessory advantages are reckoned in. Against the "mail-order" traders is the disadvantage that purchasers must first pay and then wait for a couple of months for the coming of the parcel. Efforts have been made to remove this handicap by the introduction of proposals for a cash-on-delivery post, which, however, does not appear to be imminent.

THE STOREKEEPERS' REMEDIES.

The storekeeper, of course, is not without his remedies. He has his own persuasion to rely on, his knowledge of his clients, his stock, and his proximity. It were foolish to underrate these auxiliaries, for, in the hands of able dealers, they may be made to compensate for much else. Yet there is no denying that between the storekeeper's idea of fair profit upon his modest turnover, and the limits at which some "mail-order" retailers will work, a great gulf yawns. At a company meeting in England some years ago, a light was thrown upon the internal economy of a cash trade done through the post. The clear profits of the business in point amount only to a mere one per cent upon the turnover. The trade is so large, and returns are so quick, that a handsome dividend upon capital is earned at this small margin. Expenses of one kind and another absorb the rest of the difference between buying and selling prices. No emphasis is needed to make plain the fact that hard work must be applied to combat such competition. More advertising is done by the exponents of postal shopping than appears in the newspapers. A connection once formed is never allowed to fall from want of application. For years after the first purchase, catalogues and samples are showered periodically upon the person who was once a customer. Although, to simplify matters, the foregoing has stated views as they appear to the retailer, it is obvious that the interests of the legitimate wholesale trade, and of the greater manufacturers, are identical with his. It is to the general benefit that the storekeeper should flourish, and to any help that his suppliers can render in his conflict with the irresponsible advertiser the old-fashioned retailer is well entitled.

AMOS.

IT PAYS TO MAKE CONCESSIONS.

It does not pay to be "small" in business. Many a merchant has lost a dollar by haggling over half a cent. It pays sometimes to let a customer have his own way, but it never pays to argue about it. When a merchant is asked to make a small discount he should decide at once whether it is advisable to grant the request. If he thinks it best to stick to his price he should decline courteously but firmly to make the reduction, and should avoid a prolonged discussion of the subject. If he decides to allow the discount he should do so in a manner that will not spoil the effect of the concession. He should not try to convey the impression that he is bestowing charity, or act as if he believed his generosity would land him in the poorhouse.

When it is possible, it is undoubtedly best to make the prices right at the start, and then stick to them. Then, if it be found that any line will not sell at the prices fixed, it should be reduced to all alike. But most retail merchants find it extremely difficult

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to adhere to any hard and fast rules. The laws of the Medes and Persians would not be well adapted to modern merchandising. A refusal to make a small reduction may cause the loss of a profitable customer. The big department stores can afford to have one price and stick to it. In fact, their business could not be conducted on any other principle. But to the average retailer, especially to the one doing business in a small town, where he knows every one and every one knows him, the case is entirely different. Such a merchant is pretty sure to find a rigid adherence to the one-price rule a very expensive luxury.

What has been said here refers chiefly to what might be called compulsory concessions—to compliance with requests or demands for discounts and reductions. This serves a purpose in retaining customers, but it can never be entirely satisfactory to the merchant. It is a method of doing business that requires the exercise of much tact and judgment, and is, to state the fact plainly, a premium on kicking. The customer who gets the discount feels under no obligation, for he knows he would have received none if he had not demanded it. Customers who pay the regular prices without protest are unfairly treated, and if they learn that others are paying less, have good cause to be dissatisfied. By giving concessions to prevent the loss of customers the merchant may bring about the result he fears.—The Keystone.

THE DRUMMER.

The man who drums for your trade says the *Glovers' Review*, is as much a part of mercantile life as the goods he sells. You may be tried and harrassed by a few of the tribe, but the rank and file are nearer to being your friends than you many times think. We make a plea here for the drummer, and for your best treatment of him.

In the first place, treat him well and try not to waste his time. His days are all busy and he has no hours to waste. You need him as much as he needs you, and his friendship is worth as much to you as yours is to him.

He frequently sleeps in bad beds, eats bad food, loses rest, but he comes up smiling and pleasant with it all. He wants to show you his line, and he not only hopes but expects to sell you something. He is three days behind schedule, and the house has been hurrying him up, but he doesn't tell you of it, nor does he ask you to fall over yourself in getting ready to look through the samples. He is steeped in patience and battered by rebukes; he is never certain and never feels safe; he hopes, but he never knows; yet, when he enters your presence there is not a sign of ruffle in his manner and no trace of impatience or fear. He puts confidence into your soul by the way he fairly breathes confidence concerning the goods he wants to show. He can inspire you and your clerks, even though you feel compelled to pass him along. You are glad to see him whether you want to admit it or not.

No obligations hold you toward buying from him, but the plain obligation of one man toward another should induce you to treat him with every consideration that can assist him. Out of plain gentlemanliness, do not hold him all day and send him away without looking through his trunks or buying a cent's worth, when you know in the morning that you cannot place an order. Tell him frankly the situation if you cannot immediately accommodate him, and let him stay on his own responsibility if he waits for you.

Put yourself in the drummer's place and do the best you can and by him. Apply the golden rule. He is sensible and reciprocative. If he happens to be otherwise you may rest assured he will not trouble you many times, for his career will be short.

THE NATIONAL'S AWARDS.

Elsewhere in this issue we reproduce the Official Award Ribbon issued to the National Sweeper Company on National Roller Bearing Carpet Sweepers, issued by the Authority of the Louisiana Purchase Exposition and signed by David R. Francis, President, F. I. Skiff, Director of Exhibits and Milan H. Hulbert, Chief of Department of Manufacturers, covering the Grand Prize and Two Gold Medals awarded to the National Sweeper Company on their popular line of Sweepers, together with an announcement to the trade which will prove of much interest to all those at all interested in Carpet Sweepers.

We are requested by the National Sweeper Company to state in our columns that in response to the announcement recently made to the trade in regard to the Awards granted by the St. Louis World's Fair, that they are receiving a great number of letters of congratulations, many of them expressed in a most substantial manner by means of orders and the company wishes to extend through these columns its sincere gratitude for the more than evident good feeling on the part of the trade. There has also been a great many requests for reproductions in various ways of the Medals illustrated, some in the form of ribbons, some in the form of banners and even in the form of posters for bill board work when these Medals are definitely decided upon by the Exposition Authorities. Exhibitors in general who were honored with the distinction of Medals being unable to obtain any idea of what the designs would be, had to resort to their imaginations in preparing their announcements and printed matter, as to the designs of the Medals and it is stated on good authority that those produced by the National Sweeper Company were the most attractive of any designs submitted, indeed they were a happy hit in many ways and some of the ideas utilized in the production of these Medals may be incorporated in the designs of the Medal, which will ultimately be made by the Exposition Authorities.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 6, 1904.

374,170. METALLIC TREE BOX. W. F. Benedict, New York, N. Y.
374,171. BRUSH OR MOP HOLDER. M. Bourke, Youngstown, Ohio.
374,187. ADJUSTABLE SCREEN DOOR. W. Hughes, Minerva, Ohio.
374,245. DOOR CHECK. G. Geer, Peterborough, N. H.
374,252. NAIL SET. R. H. Hunter, Poughkeepsie, N. Y.
374,256. SASH HOLDER. F. H. Jury, New York, N. Y.
374,262. WEATHER STRIP. I. Martin, Vowinckel, Pa.
374,270. COFFEE OR TEA POT AND URN. L. J. Richards, Philadelphia, Pa.
374,332. PUMP. R. H. Aldrich, Seneca Falls, N. Y.
374,358. SCISSORS OR SHEARS. C. Hamann, Reinbeck, Prussia, Germany.
374, 376. PORTABLE CLOTHES REEL. F. Slooter and A. F. Slooter Holland, Mich.
374,483. AX. C. Maloney, Lower Lake, Cal.

PATENTS ISSUED DECEMBER 6, 1904.

776,540. CAN OPENER. G. C. Parish, Kingston, N. Y.
776,602. HACKSAW. W. E. Lawrence, Brooklyn, N. Y.
776,645. SHAVING CUP. W. E. Cooper, Ithaca, N. Y.
776,734. AX. C. E. Fuller, Maple City, Kan.
776,828. PRUNING IMPLEMENT. J. Earnhart, Santa Paula, Cal.
776,896. SOAP HOLDER FOR SHAVING CUPS. S. Ehman, Philadelphia, Pa.
776,981. COMBINED MOP AND WRINGER. T. G. Amsden, Buffalo, N. Y.
777,026. MAIL BOX. W. G. Jones and R. M. George, Chattanooga, Tenn.

PATENTS EXPIRED DECEMBER 13, 1904.

374,592. SEAL LOCK. C. S. Gilman, Denver, Colo.
374,603. COFFEE POT. W. A. Krag, Indianapolis, Ind.
374,650. WIRE SPLICER. W. F. Batters, Click, Texas.
374,656. DOOR HANGER. J. Christmann, Milwaukee, Wis.
374,737. FISHING REEL. A. Geils, New York, N. Y.
374,769. SAFETY RAZOR. S. A. Aloe, St. Louis, Mo.
374,867. SASH HOLDER. M. V. B. Evans, Circleville, Ohio.

PATENTS ISSUED DECEMBER 13, 1904.

777,099. ADJUSTABLE SASH FASTENER AND TIGHTENER. N. S. Hillyard, St. Joseph, Mo.
777,135. BARN DOOR BOLT AND LOCK. O. G. Parsons, Edina, Mo.
777,140. CORD ATTACHMENT FOR WINDOW SHADES. A. H. Redheffer, St. Louis, Mo.
777,165. LEVEL. P. M. Walsh, New York, N. Y.
777,193. DOOR OPENER OR CLOSER. W. A. Fagan, San Francisco, Cal.
777,210. NAIL EXTRACTOR. G. Hovenden and H. A. Hovenden, Peoria, Ill.
777,332. SLIDING DOOR FASTENER. P. J. Casserly, Elyria, Ohio.
777,358. POCKET KNIFE. W. Weck, Solingen, Germany.
777,393. DOOR CHECK AND CLOSER. J. Bardsley, Montclair, N. J.
777,412. WIRE WORKING IMPLEMENT. J. Hamel and A. Hardy, Quebec, Canada.
777,483. KNIFE SHARPENER. P. J. Neerup, Chicago, Ill.

BEING IN SIGHT.

They say that if a man would make a success of his business he must attend to it. They say that people who come to a store to trade like to see the proprietor. Of course, there is a certain period at which a growing business arrives when it becomes appropriate and perhaps necessary for the proprietor to keep himself shut up a good deal in a closed cage, called a private office. The majority of stores don't arrive at this period. We would like to say for the benefit of the unthinking that though they may devote pretty nearly all the hours and half-hours every day to store work, shut up in that private office, unless their office is open to the gaze of the public, the public don't know that the proprietor is there, and most of them will think that he isn't. The result will be that the man will get credit for neglecting his business, and the business will suffer some of the natural results of such neglect. Don't do too much work in the private office unless you are sure that your business has arrived at the private-office period.—*Profit.*

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ENAMETILE.

The New York Metal Ceiling Co., manufacturers of plain and decorative ceilings, 537-541 West Twenty-fourth Street. New York City, are the manufacturers of a comparatively new product, Enameled Metal Tiling, which has met with great favor under the name of "Enametile." This is a highly enameled, embossed, flexible metal covering for ceilings, walls and wainscotings. It is made of a flexible, non-corrodible white metal, rolled out into thin plates, size 18x24 inches, and enameled and embossed. It is made in a great variety of designs and colors. It is finished to represent the finest ceramic tiling and is used as a substitute for same. It is applied with a specially prepared cement directly to the finished plastered walls. It may be washed and kept clean with soap and luke-warm water, the plates are bedded in cement, the joints are flushed out and made level, leaving no lurking place for vermin, dirt or germs. One square foot of ceramic tiling weighs about five pounds, the same area of Enametile weighs about six ounces; the difference in weight especially commends Enametile for use on ceilings, where because of its weight and danger of becoming detached, the ordinary tiling is out of the question. Enametile may be readily cut with a pair of shears and can be bent around any square or curved corner without breaking the enameling. Ordinary ceramic tile cost from two to three times the price of Enametile, while the finest colored varieties cost from four to six times more than Enametile of equally fine design and coloring. Enametile has been found to give perfect satisfaction in Bath-Rooms, Halls, Vestibules, etc., as well as in Hospitals, Stores and Public Buildings. Designs suitable for all places can always be furnished by the Manufacturers.

NEW LINE OF MANUFACTURE.

The M. S. Benedict Mfg. Co., of East Syracuse, is about to take on a new branch of Silverware manufacture and will build a large addition to its present plant to accommodate it. The company is to manufacture flatware, (knives, forks and spoons). Harry L. Benedict of the company said recently that he was preparing plans for the new building, which will be erected on property adjoining the present large plant. A house on the property is being moved to make way for it. Mr. Benedict said the plans were not yet sufficiently developed to be announced in detail, but he admitted that it is the purpose of the company to manufacture flat as well as hollow silverware hereafter. This will also make it necessary to add to the number of employees.

IMPROVEMENTS IN WIRE GLASS MANUFACTURE.

New machinery for the manufacture of wire glass has made it possible now to make large sheets, whereas in the past it has been impracticable to manufacture this glass only in small size to have it absolutely satisfactory. The largest size manufactured under the improved method is 60x140 inches, which is a big pane of glass.

The wire used is the common mesh wire, the meshes being about an inch in diameter. This wire is laid on one of the large tables upon which the molten fluid is poured over it. A heavy roller is rolled over the table, and the glass is worked into the proper thickness. At the same operation the wire is worked into the glass, and when the process is completed, the wire has become evenly imbedded in the glass. When this glass is finished it is possible for a 200-pound man to walk on a piece three-eighths of an inch thick without breaking it, and a stone thrown from a distance of ten feet will not break it. This glass is specially adapted for skylights.

By another process it is possible to manufacture large sheets of prismatic glass, both plain and wired. The old method for the manufacture of prismatic glass was to apply the mould over the whole surface at once after the roller had been applied and the glass was the proper thickness. It was practically impossible to cast a large pane of glass in this manner, for by the time the mould would be applied the end of the glass that was rolled first would be cooled and the prisms would be uneven. By the new process, a machine containing several moulds has been constructed. These separate moulds are about three inches wide, and when the roll is passed over the glass, these moulds are impressed on the glass immediately after the roller has passed a point sufficient to admit lowering the section. By this means the mould is applied to the glass at once, and there is no danger of the glass cooling to such an extent as to affect the application of the die. The prisms can be set at any desired angle, to suit individual requirements, and the prismatic glass can be furnished in the same sizes as any other style that is manufactured.—*Paint, Oil and Drug Review.*

THE VIRGINIA IMPLEMENT CO.

It is reported that the new store of the Virginia Implement Co., of South Boston, Va., is one of the best equipped heavy Hardware and implement houses in that city. This firm will carry a complete line of farm implements, buggies, wagons, threshing machines and heavy Hardware, and will do a jobbing business as well. E. M. Penick, of this concern, in a recent letter, says: "Talk about Catalogue House competition; we received a fright a few days ago, when one of our customers told us that he had been buying barb wire at sixty cents a bundle. For a short time there were all sorts of rumors, some alleging the failure of the Steel Trust, others a fight with the Independents, until on investigation, we discovered that a young colored boy was responsible. he having robbed a large storage house, and in broad daylight was peddling the wire from a wagon. The whole transaction was being carried on in daylight, and the young negro had gotten away with about 5,000 pounds of wire before he was discovered. Mr. Penick adds, the Grand Jury settled his case, and the price of wire has gone where it should be.

COMPETITION IN THE CUTLERY TRADE.

From the annual report issued by the Solingen Chamber of Commerce it appears that the German cutlery trade is being hard hit by competition. On the one side manufacturers in Solingen are being undersold by Thuringian makers, who purchase their supplies of half-finished material in Solingen, and are enabled by the lower wages which they pay to supply the finished goods more cheaply than it is possible for Solingen to do. On the other hand, Sweden is flooding the German market with carving and kitchen knives, and has already seriously injured the Solingen trade in these articles. The Chamber of Commerce complains that the difficulty of placing Solingen cutlery abroad increases steadily. The development of foreign competition is also assisted by the practice, which German firms have adopted, of supplying foreign manufacturers with unfinished blades. This has been felt during the past year, particularly in the scissors trade, in which increasingly large quantities of unfinished goods are sent abroad to compete with them. The business in pocketknives has been good, however, and large quantities have been exported.

IRON MONGER.

A HANDSOME HANGER.

The J. Stevens Arms and Tool Co., Chicopee Falls, Mass., have gone to a considerable outlay that will be appreciated by their friends in the trade, in getting out the handsome and attractive aluminum signs of which we give illustrations. The Stevens



Hanger is in three colors, ornamented with a most artistic frame of the same metal, and illustrates their Favorite No. 17 Rifle and No. 370 Shot Gun. They have been sent broadcast and the trade already regard it as an artistic and beautiful creation that will



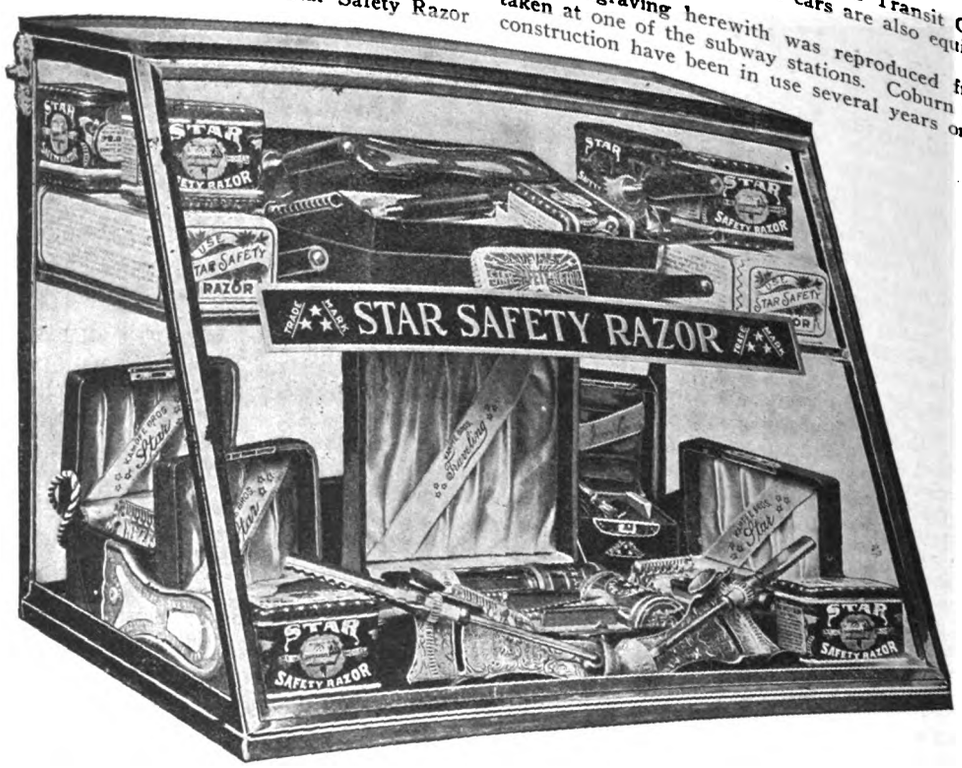
greatly assist in placing their goods before the trade. The J. Stevens Arms and Tool Co. announce they will be glad to furnish this Hanger gratuitously to any one in the trade who has not as yet received it, and to those parties who are not associated with the trade it will be sent upon receipt of 15 cents in stamps.

"We prefer our pessimists young and tender, like asparagus. Ten years older and what a bore even Hamlet might have been!"

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KAMPFE BROTHERS SHOW CASE DISPLAY.

Kampfe Brothers, 8-12 Reade Street, New York, have ready a new display case which they will furnish free when the following assortment is ordered of Star Safety Razors and supplies: Six No. 1 Star Safety Razors, complete; three No. 2 Star Safety Razor Blades; two No. 3 Stropping Machines; two No. 25 Star Strop-pers; two No. 26B Diagonal Strops; one No. 4 Jewel Case, one Blade; one No. 5 Star Case, two blades; one No. 6 Star Case, three blades; one No. 7 Star Case, four blades; one No. 9 Traveling Case, two blades; one No. 24 Combination Outfit. The case is given free in this manner to provide a convenient and full assortment of their most salable lines, and enables the dealer to quadruple his sales of these attractive and profitable supplies, which can thus be furnished in a judicious and carefully selected stock without much expense. The case which is illustrated above is 14 inches long, 10 inches deep and 10¾ inches high at the back.

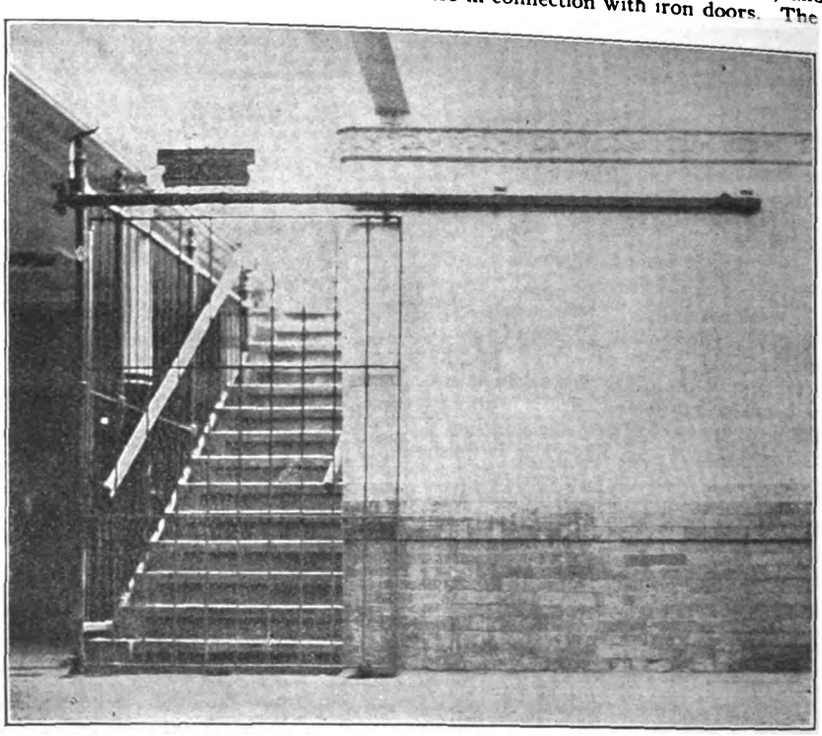


COBURN DOOR HANGERS.

The Coburn Trolley Track Manufacturing Co., Henry B. Newhall, Agent, 9 Murray Street, New York, manufacturers of elevator, house and pier door hangers, announce that their elevator door hangers have been installed on all of the sliding gates in the subways of the Interborough Rapid Transit Co., of New York, and the sliding doors in the cars are also equipped with Coburn hangers.

The engraving herewith was reproduced from a photograph taken at one of the subway stations. Coburn hangers of similar construction have been in use several years on the sliding gates of the Brooklyn Bridge terminal and the platform gates at the Grand Central Station.

The hangers are roller bearing, and of simple construction, so that they cannot get out of order, and are made especially for use in connection with iron doors. The hangers may be varied to suit special requirements. The construction of the track and hangers is such that wear and friction is reduced to a minimum so that the doors can be moved easily even after long service. An order has just been booked for one hundred and seventy-six sets of "Go-Easy" hangers for use in a large hotel now building, notwithstanding the fact that this style of hanger is somewhat more expensive than the ordinary hanger. These hangers were adopted after an investigation of the various hangers on the market.



The Coburn Trolley Track Manufacturing Co. are sending out a four-page circular descriptive of their hangers, which those interested can obtain for the asking.

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RECENT TRADE PUBLICATIONS.

THE COLUMBUS HANDLE & TOOL CO., Columbus, Ind., are the authors of a very handsome and attractive catalogue, covering the season of 1904-1905, including their line of logging tools, ice tools, Linemen's tools, farming tool handles, etc. This is a revised and fully illustrated edition and will be found convenient and useful in making up orders. Since issuing their last catalogue they have largely increased their line as well as their facilities for turning out goods, having completed a branch factory at Madison, Ind., which doubles their output of handles. A specialty made by this company is a Steel Peavy, made with the socket and point all in one piece. It is light, handy and strong, and, as they say, a nice clean tool all through, and is made from high-grade steel only. The clip which holds the hook is riveted and brazed to the socket, so the clip, socket and point are practically one piece. This, they claim, makes the strongest and lightest tool on the market, and the advantages over the old style peavy are many. The handles are from selected hickory or maple and are finished with linseed oil. The socket and hook, and, in fact, all the iron work. has a high polish—in short, they guarantee this to be the "slickest article" on the market. All of their products are well described and finely illustrated in their catalogue, which may be had upon application.

THE GRISWOLD MANUFACTURING CO., Erie Pa., in their General Catalogue No. 40, certainly present a very fine specimen of the possibilities of the printer. The book is finely printed on excellent heavy coated paper, and is illustrated throughout. To make it more attractive, the divisions of the Catalogue are printed in large, clear-face type, with black and bright red lettering, which greatly adds to its appearance. The catalogue includes their line of Extra Finished "Erie" Ware, American Dampers and Waffle Irons and Housefurnishing goods. They also issue catalogues having reference to Gas Ranges, Hot Plates and Gas Heating Stoves, of which they manufacture a most complete line, which they will be glad to send to interested parties. Catalogue No. 40 supersedes all former catalogues and price lists. Their new "Tempered Surface" finish, which they use on their "Erie" cast aluminum ware, is obtained by a special alloy of the metal by which they are able, by a secret process, to harden the surface of the utensil, which, they state, will withstand the wear and tear cooking utensils are subjected to, vastly better than any Aluminum ware on the market. The process gives a hard, smooth, satin finish to the utensil. The New York representative of the above concern is the New York Stamping Co., 227 Water Street.

THE SHELBY SPRING HINGE CO., Shelby, Ohio, are placing in the hands of their customers their catalogue No. 11 of Hardware specialties and the Shelby Chief double-acting Floor Hinges. Included among the specialties are drawer pulls, push plates, sash lifts, cupboard turns and catches, sash locks, screen door hinges, paper holders, etc., etc. They claim particular attention for the "Shelby Chief" floor hinge as being superior to all others on the market. With it, it is not necessary to cut a hole in the floor where dampness causes it to rust. The hinge is first applied to the door, which is then carried to the upright position and its opposite edge placed to a center of the jamb or opposite door, thus getting the alignment before the base plate is secured to the floor. The tension of the spring is regulated at any time after the door has been hung, thus enabling one to adjust the swing of the door as desired. The hinge is neat and durable and guaranteed in every way. Other of their special goods include the Shelby sash lock, made entirely of wrought metal, and, they claim, is the strongest, most durable burglar-proof sash lock now on the market. It adjusts the sash perfectly and allows no vibration. Their "Buckeye" screen-door hinge is built for simplicity, for which it will be appreciated. The metal used in the Buckeye is wrought steel, neatly embossed, thus presenting an attractive appearance. Write for a copy of their No. 11 catalogue.

A. PETERS & BROTHER, Beaver Falls, Pa., are distributing an envelope size pamphlet catalogue, which they call "The Seductive Charm." It includes the "E-Z-Bite," "Fisherman's Luck," "Angler," and "Tandem" Spinners, also a line of the Twentieth Century West Lock, Peerless and Perfection Faucets. Their manufacturing plant has been in operation for several years and they state, is growing steadily. The high-grade machinery used and the great number of skilled workmen employed enable them to turn out large quantities of artificial bait and wooden faucets. They state they have every reason to believe that their goods are superior in quality, style, finish and durability, and they are in a position to fill orders promptly. For particulars secure a copy of "The Seductive Charm."

PARKER WIRE GOODS CO., Worcester, Mass., have recently sent us a copy of their catalogue No. 2, embracing General and Special Wire Hardware of their manufacture. The above firm straighten wire and cut it to lengths, thread and bend it to special shapes to order. The book is well arranged, is of large size and contains 122 pages, including a handy index. It includes numberless goods which come under the above heading, each illustrated, described and accompanied by list price. It also contains a table of sizes, weights and lengths of iron and steel wire, Washburn and Moen gauge, giving the diameter in inches, pounds per foot, pounds per mile, feet per pound and feet per 2,000 pounds. Altogether it is a catalogue very desirable for a dealer interested in this class of goods, and will be sent upon request.

THE KERR BROTHERS MFG. CO., Hicksville, Ohio, manufacturers of agricultural tool handles and specialties, have issued their 1904-1905 catalogue, exploiting their products. The Western Agents for the above concern are Wm. Pickett Son & Company, 52-54 Lake Street, Chicago, who carry in stock at all times a complete line of their goods. The Kerr Company maintain a general sales office in Toledo, Ohio, and also give careful attention to the manufacture of handles for export, and they state it is their aim to maintain the high standard of excellence which their goods have attained in the past, and by fair and courteous treatment, merit a continuance of the patronage which they now enjoy. They will be pleased to quote prices on application, also to forward one of their very useful catalogues, which is gotten up in pamphlet form, and contains 15 pages, with descriptions, illustrations and list prices.

THE CANTON STEEL CEILING CO., 157 West 23rd Street, New York City, are distributing their catalogue "G" to the trade. It is devoted exclusively to Ornamental Steel Ceilings and Side Walls, and with their extended line it gives the buyer a larger variety of designs from which to select than they have ever presented. With years of experience and larger and better facilities than ever before, they state it as their firm belief that they have attained the highest degree of perfection both in construction and architectural beauty. Steel ceiling and side wall as a modern substitute for wood and plaster have the advantages of durability; fire, water and dust proof; sanitary qualities, architectural beauty, etc. The patterns shown in their book are new and original, and admit of a high degree of ornamentation. Their plates are resheared on all sides after stamped, thus will line perfectly straight and regular and make it immaterial which way the plates are lapped. Their catalogue is large and beautifully illustrated and may be had for the asking. Owing to their rapidly increasing South American trade, the Canton Steel Roofing Co. have also printed the above catalogue in Spanish.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have issued a new catalogue describing the many famous graphite lubricants manufactured by them. The introduction deals in a general way with the growth of the graphite industry, the theory of graphite lubrication, the special advantages of flake graphite in contrast to amorphous graphite and the practical relation of graphite to the theory of lubrication. They state : "It is a fact worthy of greatest emphasis that bearings absolutely cannot 'seize' or cut whenever an infinitely thin film of flake graphite coats the friction surfaces. If Dixon's Flake Graphite could do nothing else for the operator of machinery its importance in averting troubles and shut-downs and perhaps disasters, due to the seizure of bearings, cannot be over-estimated." The book further describes the various lubricating graphites and graphite lubricants of the Dixon Company, including their general uses and the retail prices of the different sized packages. Copies of this interesting catalogue will be freely sent upon request to the Joseph Dixon Crucible Co., Jersey City, N. J. Size of catalogue is 5½x8½ inches, 28 pages, illustrated, cover in two colors.

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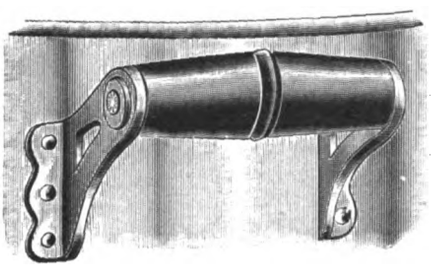
BERGER PAIL EARS AND BOILER HANDLES.

Berger Bros. Co., Philadelphia, Pa., has recently placed on the market the trimmings shown herewith. The pail ear is stamped from wrought iron, and the sizes and thickness correspond to the malleable ears made by the company, the No. 3 in malleable being No. 30 in wrought, etc. The sizes made at present are Nos.



WROUGHT IRON PAIL EAR.

30, 40, 50, 60 and 70. They are furnished in gross boxes or in bulk to suit purchasers. In the next illustration is shown a wash boiler handle, larger and stronger than former sizes made. The

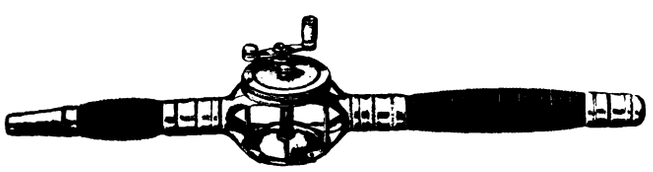


KEYSTONE BOILER HANDLE, NO. 3.

sides are stamped from heavy steel, well tinned, and designed to be perfectly rigid under any strain to which they are liable to be subjected. Samples of either of these articles will be mailed by the manufacturer without charge.

COMBINATION REEL AND HANDLE.

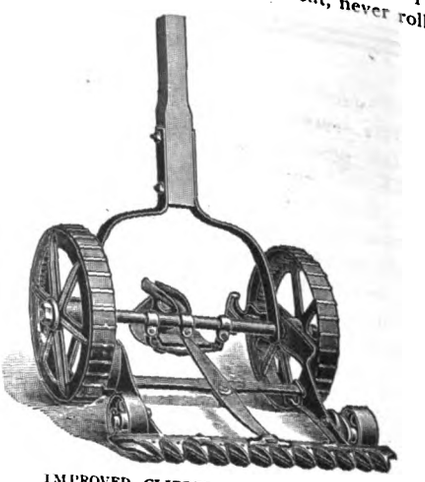
The Horton Manufacturing Company, Bristol, Conn., are placing upon the market the Combination Reel and Handle which we illustrate below, which is destined to be a popular addition to their line of Sporting Goods, from the fact that it has many advantages over the ordinary reel which will readily be appreciated. As will be noted in the illustration, the reel is on a line



with the center of the handle, thus equally dividing the weight, and producing a perfect balance, because it will not turn in the hand. Then again a most perfect action of the reel is afforded as it does not turn to the under side of the rod; it hangs naturally, the spool being easily controlled by the thumb. The reel is all metal with polished steel pivots and bearings, finished in very heavy nickel plate. It has a quadruple action with click and drag, also screw off oil caps and Ivory balance handle. The spool is very free running, holding 80 to 100 yards of line.

IMPROVED CLIPPER LAWN MOWER.

Clipper Lawn Mower Co., Dixon, Ill., are the manufacturers of the Improved Lawn Mower shown in the accompanying illustration. The height of the grass is immaterial to the Clipper, as it only requires the same power to cut grass two feet high as it would to cut two inches, and it cuts more closely in the mowing of irregular surfaces and spaces, such as between posts of fences, walks, and shrubbery. The Clipper Mower is not analogous to other lawn mowers, inasmuch as it does not roll down the grass preparatory to cutting it, the fingerbars and fingers thereon of the mower, as it progresses, gather in the grass with a degree of uniformity in nearly an upright position, and the vibration or reciprocating motion of the knives shears off the grass evenly. It is claimed by the manufacturers that there is no use for the sickle or shears where the Clipper is used. The cut shows a perspective view of the Clipper Mower. In the first place, it is observed that the cutter bar is directly in front of the wheels. The wheels travel over the ground where the grass is cut, never rolling down

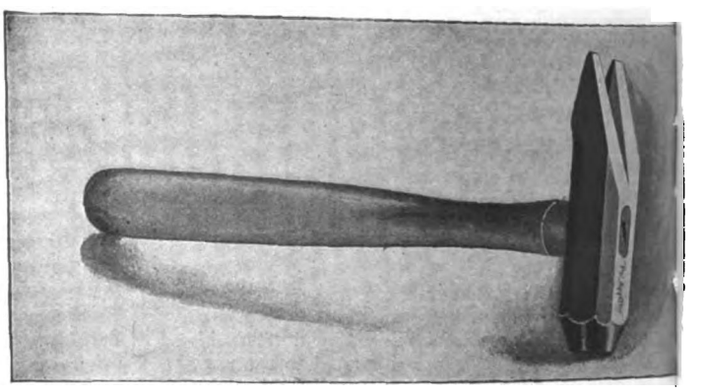


IMPROVED CLIPPER LAWN MOWER.

the standing grass with the wheels, as other lawn mowers do. The small gauge wheels at the side are to guage the height you wish to cut the grass. The knives can be sharpened in the machine with a small file or whetstone, or can be taken out and ground; but they must never be sharpened anywhere except on the beveled side of the knives. It is stated that this mower has a cutting capacity of 55 inches to one revolution of the driving wheels. The manufacturers claim the use of the mower will keep the weeds cut so that they will not go to seed, thus killing them, and also that the grass can be cut without breaking the small feeders of the roots, resulting in the grass becoming thick. The mowers are made in 12, 15, 18 and 21 inch sizes.

THE "DATE STAPLE PULLER."

Royce & Date, Willimantic, Conn., are placing on the market this unique tool designed specially for drawing wire staple from fence posts. We give an illustration showing how well it it adapted for a chisel, hammer, nail and staple puller. It is described as made of the best tool steel, carefully tempered to different degrees of hardness, according to the character of service required



THE "DATE STAPLE PULLER."

of poll and claw, the former being the tougher and more elastic for hammering, while the sharp inner edges of the claw are harder and better qualified for retaining an edge that will easily grip and withdraw staples, headless nails, etc. The size now made and ready for delivery weighs one pound, complete; is 10½ inches long to end of handle, with hammer head 4½ inches long by about 1 inch square, the four corners of which are beveled and poll rounded. The handle is made of best second growth hickory. The shape of the head is such as to afford good claw gripping qualities, and powerful drawing leverage, and the manufacturers call attention to the fact that the claw will take hold of any part of a nail, either cut or wire, to which it is applied, and not simply under the head, as is usually the case. When pulling fence staples, nails, etc., a blow of a hammer or mallet on the poll can be given, if necessary to facilitate getting a tenacious grip on an otherwise inaccessible nail.

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A NEW REVOLVER GRIP.

We illustrate herewith a device, entirely new, which is being placed on the market by the Iver Johnson's Arms & Cycle Works, Fitchburg, Mass. On the ordinary revolver it has always been necessary to make a long handle in order that a firm, strong grip can be obtained. With the Iver Johnson's "Revolver Grip," which can be attached at the option of the user, the necessity of

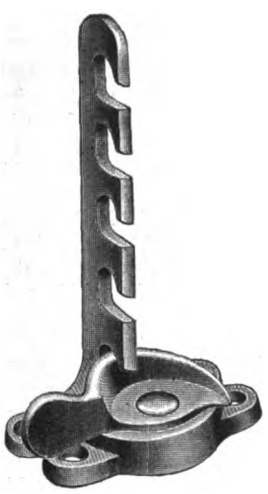


IVER JOHNSON REVOLVER GRIP.

making the handle of extra length is done away with. It is obvious that this device will prove particularly acceptable to the target shooters, or to those who use revolvers for defense. The grip is attached to the revolver by three small screws, and, being specially fitted, is, when attached, as solid and firm as if the grip were part of the frame itself. It will be furnished at a small additional cost on the regular Iver Johnson's Automatic, and I. J. "1900" double action revolvers, but will only be sold as an integral part of same.

VENTILATING SASH LOCK.

The H. B. Ives Co., New Haven, Conn., John H. Graham & Co., 113 Chambers Street, New York, Selling Agents, are the manufacturers of a new Ventilating Sash Lock, an illustration of which we give herewith. This invention, which was patented by C. W. Robison, consists in a new form of striker constructed in a manner to apply in use to the Crescent Sash Fastener manufactured

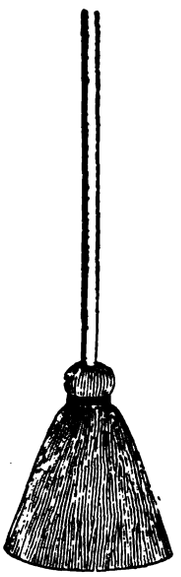


VENTILATING SASH LOCK.

by them. It has a series of locking recesses, the use of which provides the necessary ventilation. H. B. Ives Co., who are well known as the manufacturers of new devices of window fastenings, is a guarantee of the meritorious features of this latest device, which is commended to the trade, its popularity invariably following its introduction. Catalogues giving full descriptions may be had by addressing the manufacturer.

THE EAGLE FLOOR MOPS.

The Eagle Cooperage Works, Circleville, Ohio, are now manufacturing and distributing through the Hardware trade, the improved Mop shown in the accompanying illustration, for which they claim uncontested superiority. They make these Mops with machines operated by power, whereas the ordinary cotton floor mop as now universally understood, is made by hand. By operating their machines, purposely constructed from original designs, with power transmitted by engine, it enables them to

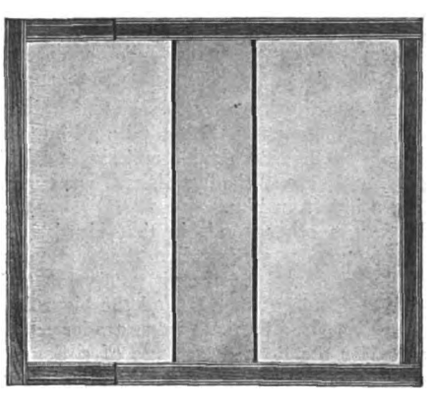


THE EAGLE FLOOR MOPS.

set a tension on the twine binding cotton to the handle, that will prevent Mop heads from pulling off the handle, as is too often the case with those loosely made by hand. They also have a new method of supplying the cotton to handles, that makes up a neat and strong mop that will be a surprise to the dealer. These mops are made in the different grades and weight demanded by the trade, all of which are guaranteed by the company.

THE "AIR LINE" ADJUSTABLE WINDOW SCREEN.

A. J. Phillips Co., Fenton, Mich., are placing upon the market the new adjustable Screen called the "Air Line," which we illustrate below and which has selling merits that will make it popular, among which are the following: The wire edges of the cloth are inserted in the wood; there are no adjusting devices in the faces of the frames, but the adjusting features are out of sight,



THE "AIR LINE" ADJUSTABLE WINDOW SCREEN.

that is, the sliding caps which connect the frames are practically concealed in the upper and lower rails. The screen is very strong, the corner joints being both glued and nailed. The four sliding caps are each four inches long, which gives sixteen inches of sliding clasp or grip of one frame upon the other. It is made of selected beech wood, oiled, and sufficient allowances have been made for the effect of damp weather. Furnished in black or green cloth, one dozen in a crate.

HIS SUSPICIONS AROUSED.

BURNS—So your new play was performed last night? Was there a call for the author?

PLOTTER—There was no general demand for his appearance, but I heard one or two men say they'd like to see the man who wrote it. I didn't like the way they said it and got out of the house as soon as I could.—*Boston Transcript.*

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AN OLD-TIME AUCTION OF OLD-TIME GOODS.

If there live to-day any of the men who attended the sale by auction of Hardware, on Wednesday, June 21, 1826, at 9 and 3 o'clock, at the store at the corner of Union and Ann Streets, in Boston, they can, no doubt, embellish this tale and make it highly interesting to the curious, though busy Hardware man of to-day. The sale was by order of H. H. Huggeford, deputy sheriff, and the auctioneers were Whitewell, Bond & Co. "Terms liberal and made known at the sale" were the announced conditions of the auction, according to its catalague, and the blunt announcement, "by order of H. H. Huggeford, sheriff," leads only to the sad conclusion that the owners of the Hardware were unable to pay one hundred cents on the dollar.

But since the harsh Sheriff Huggeford, the coaxin gand tempting Whitewall, Bond & Co., auctioneers, and those who attended this most important sale have passed to the land where all Hardware is of gold and diamonds, there remains to tell its story only a time-worn ragged edge catalogue in the archives of the Essex Institute, in Salem, Mass.

This catalogue was brought home from Boston by one of those shrewd Yankee traders of old Salem, who made fortunes by exchanging Medford rum and Yankee nicknacks for teas, spices, ivory, skins and other riches of the simple native of the Far East to whom a bank was a dream, and a business college as unknown as are the inhabitants of Mars. The Yankee trader was looking for bargains when he went to the auction, and he brought home a number of novelties which he shipped to Africa and the South Sea Islands on his next ship out. He had no use for the nails, hinges, planes, gimlets, squares and other common tools that were offered by the glib-tongued auctioneers, but some of the novelties caught his eye, and, incidentally, made a hole in his purse.

The first lots offered, including four dozen wrought Japan latches, 7,500 gun flints, 100 three-bolt mortise locks with "one key short," failed to interest the Yankee trader, but when four pairs of shiny brass scales, some tinned iron tea and tablespoons and some shiny cloak pins and wormwood knobs were offered, he at once began to bid, for here were some shiny and novel implements that would catch the eye of a number of his prospective customers in faraway islands.

The Yankee merchant again lost interest in the sale, as various commonplace articles, on which the Hardware men bid in lively fashion went over the counter. He had no use for hinges and padlocks, razors, Ritter or Pomeroy razor strops, steel spring snuffers, polished tobacco boxes and paste jiggers, but when the auctioneer cried out "Here's a lot of Spy compasses," he quickly pushed to the front and began to buy. From the stock he took both Spy and Cooper compasses, steel top thimbles, some plate escutcheons, and a generous supply of tinned and iron Jews' harps. He was tempted to buy a lot of tooth brushes, which were included in the Hardware stock, but a druggist quickly overbid him, and he gathered up his nicknacks and was satisfied for the time being, but he reckoned that they would be worth many pounds of ivory, on the West coast of Africa.

Again the sale lost interest for the trader, and the Hardwaremen gathered up amazing bargains, big lots of knives, snuff and shaving boxes, hair, mane and pocket combs, all bunched together, mouse traps, molasses faucets, double and single ash doors, large iron oven doors, and seven "chafing dishes" went over the board without getting a bid from him.

He had his eye on other goods in that Hardware stock, and his voice and purse were ready when the auctioneer began on the buttons. These were not strange goods for the Hardware man, for they were made of metals, and the big shiny brass coat buttons were much desired by the Yankee traders, for they would make ornaments for the limited costume of a South Sea Island monarch for which that sovereign would almost sell his kingdom, and that these worthies did actually sell their gods is proven to-day by the splendid collection of heathen dieties in the museum of the old shipmaster of Salem.

Big brass coat buttons, smaller vest buttons, gilt ball buttons, hardwood dead eye buttons, sleeve buttons, cloak clasp, strings of beads, paper looking-glasses and bed cord and clothes lines and other strange articles were rapidly disposed of by the auctioneers and the Yankee trader got his full share.

Then he found a comfortable seat upon a big packing case, and watched the sale go on. Much was curious to him, as it is to the eye of to-day, and, being a much traveled man, he reflected on the mutations of trade, and the ignorance of one man concerning the bread and life of another.

One handsome powder chest, with a brass lock, a Sykes Patented Shot Belt, a patented fireproof copper powder flask, a horn powder flask, and other implements of warfare and the chase went by him with little attention. He was safe himself on land, and his ships had good cannon, left over from the War of 1812, and his men were skilled with the cutlass. Two patented fire pumps caught his eye, but some flat pieces, sets, inlets, plated ornaments and plated spurs were given the contempt that a sailor man usually accords the horseman.

Three reams of glass paper aroused a little curiousity in the Yankee, and he listened as the auctioneer rattled off a strange sounding list of goods for the kitchen.

"Brass kettles, as shiny as gold, an eight-gallon English kettle, big enough for mince meat for the year, thirty-five fine American pots, seven large baking pans, four basins, English spiders, fine gridirons, though some are damaged, eight pairs of three pence dogs, some skillets, an iron mortar, a pair of two pence dogs, several fine high pans, also some fry pans, basins with ears, a few assorted dogs and more basins with ears and feet."

"Humph," muttered the Yankee, "the mistress should be around to pick up these bargains."

"One King's patented coffee mill, and one Post coffee mill," shouted the auctioneer. "Thunderation," exclaimed the Yankee, "That Battle Creek fellow is beginning to shout early about his goods."

Then the auctioneer brought up a line of fine Quaker shoe brushes, some Hindostan oil stones, some patented shoe punches, and several gross of Day & Martin's, Warren's and Jarvis blackings, as well as Gould's sponge blacking in glass bottles, 300 shoe bills, fifty bright shoe hammers, and many pounds of shoe tacks and nails.

"Thank the Lord," exclaimed the trader fervently, "I'm glad I took to the sea and not the store. There's enough geegaws and gimcracks in this stock of Hardware to sink a ship, even with the best captain on the deck. And some of it doesn't belong there any more than the captain's compass belongs in the cook's galley. No wonder that Hardware dealer failed, carrying a deckload like that, as well as his valuable goods below."

And so saying, the Yankee folded up his catalogue, and departed for his home, where he carefully filed the document among his papers, and it remained for many long years and was only dug out by his heirs and deposited with the Essex Institute for the benefit of the present and future generations. F. A. G.

PUTNAM NAIL CO.

The striking advertisement of the Putnam Nail Co., which appears in this issue, presents to our readers, and especially to those in the Horseshoeing line, the product of a factory which has long been familiar to them. The word Putnam has been a household word in this and many foreign countries for over fifty years. It has always stood for integrity, uprightness and fair dealing. The statements in this advertisement will, therefore, have an added force, not only to the older generation, who have long used the Putnam Nail, but to the younger generation. Forty years of successful business tells the story. This New nail is doubtless all they claim for it, and we bespeak for it as large, if not greater, sale, than the Old Putnam Hot Forged Nail ever attained.

NO MORE TRADING STAMPS.

A few weeks ago, the Merchants' Association of Ft. Wayne, Indiana, agreed among themselves to discontinue the giving away of trading stamps, and put an announcement in the daily papers, stating that after December 1st, they would not give out any more stamps, and that as far as they were concerned, this would end the trading stamp business in Ft. Wayne.

The people who had been gathering up these stamps, must have misunderstood the notice, and thought the stamp companies were going to leave the city at once, for within a day or two after the discontinue notice appeared in the papers, the stamp stores presented an appearance of a bank upon which a run had been started. Crowds of people flocked to the stamp stores, to redeem their stamps, and so many came that the stamp stores were obliged to lock their doors at times and admit only a few people. Ft. Wayne has been over run with the different trading stamp companies, until they have become a nuisance.

At last the merchants, says the "Ad. World," have come to the wise conclusion to discontinue the giving away of trading stamps. Here is a lesson for the merchants of other towns to profit by, and when the solicitors of the different stamp companies come among you, turn them down, and turn them down hard. If you want to give the people of your community a present of some article of value, as an inducement for them to trade with you, then buy your own premiums, and give a coupon to correspond with the amount of each sale, which is redeemable only at your store. This method will cost the merchant less and he will get better results from an advertising standpoint, than he could receive by giving away trading stamps issued by any company. The trading stamp scheme was gotten up for the benefit and profit of the trading stamp companies only, and the merchant who has to encounter this trading stamp nuisance, would better have the moral courage to fight these companies, in the only successful way that they can be combatted, and that is to give away his own premiums.

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EARLY HISTORY OF THE MANUFACTURE OF CUTLERY.

Our term cutlery is derived through the process of phonetic change which characterizes the passage of Latin to English, from the Latin word culter, meaning a small knife, as distinguished from a sword. One of the earliest necessities of mankind must have been to shape some tool into a cutting edge. Before the discovery of the art of working metals, men used bone, hard woods and stone. The Egyptians had the art of tempering copper to a hard, cutting edge, and from them many of the nations of antiquity derived the process, which is now practically lost.

The art of making steel was, however, known to the natives of India before the time of Alexander the Great, and from the steel of that country the famous Damascus blades were tempered in the city of that name. Singularly enough, some of the uncivilized races, as those in Borneo, have great skill in tempering their weapons, though, as a rule, they have a rude method, which has probably been handed down from a very early age.

One of the chief characteristics of civilization, however, is that the industry and invention of the people who have arrived at such a condition of social advance, are chiefly devoted to the production of tools and utensils for domestic and industrial use, rather than for use as weapons of war. Judged by this standard we can compare the progress of our own times with that even of Greece and Rome, and, without vanity, we can congratulate ourselves upon that comparison. The Grecians and Romans forged and tempered swords, which performed their bloody work only too completely; but they still ate with their fingers, and the cleanly decency of knives and forks was unknown even to their kings, statesmen or philosophers.

Up to within quite a recent date, the chief supply of cutlery for the civilized world was manufactured in England. At a very early period this art was practised there, and Sheffield, which is still the chief seat of the knife industry, was celebrated for the same article as the time of Chaucer, father of English poetical literature.

Though knives were made in England at an early date, yet they were not a regular piece of table furniture, and the fingers were still the chief implements used in eating. In the time of James I, Coryatt, the traveler, in his account of a tour through Europe, mentions forks as recently introduced into Italy, and speaks of them as a "curious custom."

The manufacture of cutlery is by no means a long established industry in this country, 1830 being about the time it first become worthy of attention here. Owing to the improved methods and machinery which our manufacturers have introduced, the progress of this business in the United States has been marvelous. Twenty-five years ago the leading manufactory of cutlery in this country was the Russell Manufacturing Co., at Greenfield, Mass. The business was commenced about 1832 by John Russell upon a very small scale, and the attempt to introduce "American cutlery" was at first a failure. The goods produced did not pay the cost of manufacture, and the lack of skilled workmen was a great drawback. Although the first year's business was most discouraging, Mr. Russell persevered in the attempt, despite the many obstacles, not the least of which was a foolish prejudice against American cutlery. Although his products were actually as good as those imported from Sheffield, they could not seem to gain much headway against the foreign article. At first the capital to carry on the business was small, and all the operations were performed by hand, the only machinery being the emery wheels and grindstones. The handles were made by hand, and the blades forged by the same tedious and expensive method.

At this time the market was entirely under the control of the Sheffield manufacturers, who, though they employed more hand than machine labor, were able, by reason of a long established business, to force out any competition from American manufacturers. The first improvement came in the form of a trip hammer for forging the blades, and it was purely an American invention. This was really the first step in the direction of success by our manufacturers.

The next improvement was in the form of a bolster maker. A bolster is that part of the blade which abuts upon the handle and supports it; hence the term bolster. This, too, was an American product, and still further enabled our manufacturers to compete with English cutlery.

Matthew Chapman, in 1862, devised a method of preparing wooden handles for cutlery that marked an important epoch in the industry in this country. The process consisted chiefly in subjecting the handles, hot with oil, to a machine pressure. This opened up the possibility of utilizing oak, maple and other woods, which were of necessity excluded by the old method of handle making. Perhaps the most important impovement came in the form of an invention for making the blade, bolster and handle all of steel, and forged from one solid piece. Mr. Chapman was the father of this invention also. Then, by rapid stages, came the various improvements that have brought cutlery up to the place it now occupies.

Before an ordinary table knife leaves the factory it passes through sixteen different and distinct stages. From cutting the steel to packing the knife there is involved a great deal of detail, but owing to the existing methods of production the work is done with surprising rapidity and perfection. It may seem surprising that cutlery requires so much handling in the process of manufacture, but when it is known that in former years a common penknife passed through a hundred hands before it was ready for the salesroom, one will be apt to admit that modern methods have about reached the last point where rapidity in manufacture is consistent with good workmanship. But the future holds much in store for the inventive genius.

The day will undoubtedly come when machines will relieve many of the human hands now engaged in passing cutlery through the various stages of its manufacture. Then, perhaps, we can expect to see records of production broken at every turn, and, working on the plan of the new basket-making device, we may see a complicated machine, operated by a little girl, turning out knives and forks by the dozen. And if the imagination be not too wearied, we can picture the cutlery being caught up by an automatic separator, sorted, packed in boxes and passed to one side, where a movable platform on an endless chain will convey them to a storeroom. After looking at the latest improved cylinder press, one's confidence in the possibilities of the future becomes unlimited.—*House Furnisher*

KEEP UP TO TIME.

The following article, which will be of special interest to retailers appears in a recent issue of "Profit."

Are you moving in accordance with the times? Does your store present an up-to-date appearance? If not, this is a personal talk.

Seek to lead, not to follow. Don't let your excuse for having something antiquated be that "Jones has it." Formulate ideas that others will envy. Don't copy those of a moss-back. He may be a man of letters, but his methods are those of the past. Advancement is looked for, and the man of the period sought after.

Read the advertisements of others. Notice what your neighbor says of his goods, and how he says it. Then model your own ads a little differently and make them distinctive of you and your store. If they're not a success solicit the aid of one you and your lend your ears to the experience of your fellow-men, raze old fogy traditions, eschew ancient methods whose death-knell has long since been tolled, and wake up to the times.

Read your trade journals. Question the drummer before he departs. He's just the one to give you some happy suggestion or bit of timely news. Ask him what Smith is doing in Brownville, and what Brown is doing in Smithville. Build on the ideas of others. Pay your respects to your contemporary on the corner below. Don't just borrow his goods.

Leave the store for an hour to-day, and each day hereafter. Take a turn about town, go through the shops, peer into the windows, see what is going on around you, and keep conversant with the progress of the times.

Have system in all things. From the store-room over head to the cellar under foot. A place for everything and everything in its place. Put style and life into your window displays. Make radical changes in their get-up. Don't be loth to part with the old schemes when they become old and time-worn. Give your fixtures a periodical coat of varnish. Sweep the cobwebs from the lofty corners. Down with the spiders, and out with the flies. Make your store look cheerful. Keep up with the times.

The counter may hide your shoes, but it doesn't screen your linen. So if you rob Peter, pay Paul; keep a polish on your linen and a smile upon your face. Don't let petty trials be pictured there. Keep all the common wants, and never be "just out" of any of them.

Don't cover your floor space with boxes of merchandise and various impediments to comfort. That's not indicative of an up-to-date store. Let there be an open passage. Give your patrons freedom of movement and yourself a chance to clean the floor daily.

Be liberal with your clerk. When he forwards a suggestion listen. Don't taboo it as unworthy a trial. It may seem a little mythical, but let him see you appreciate his care. Encourage him to take an interest in the store. If he wants to try an experiment, help him. Assist him to build a mite to the advancement of the times.

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JAP-A-LAC

"WEARS LIKE IRON"

THE Hardware dealer, who is willing to take his share of the profits accruing from JAP-A-LAC sales, is sure to become an enthusiast on this new wood finish.

We advertise it in the principal magazines and periodicals, and spend immense sums of money in explaining its merits to the millions of readers.

JAP-A-LAC is the quickest selling commodity of its kind in the market.

JAP-A-LAC does not scratch white or show heel marks.

JAP-A-LAC may be used for all kinds of interior finishing, furniture, iron work, doors, etc.

There is nothing just as good. Why not stock what people call for?

Write for special proposition to dealers and full information.

THE GLIDDEN VARNISH CO.
MAKERS OF HIGH GRADE VARNISHES
No 44 WILLIAMSON BLDG. CLEVELAND, O.

ART BY MACHINERY.

Labor-saving machinery at various times within the last decade has apparently reached its full fruition, but from time to time new devices have come upon the market, and the persons who keep posted regarding the development in this field of inventive genius in America have long since ceased to be astonished by new machines that can do more and better work than can be done by artisans equipped with their old-fashioned tools. While it is not saying too much to call some of the products of American labor-saving machines pieces of artistic value, it is quite true that American inventors have not yet undertaken to replace the sculptor and the scenic artist with machines, except so far as lithographing and other printing processes are concerned. Some American color printers have produced prints on paper that for blending of colors and real artistic merit would deceive any but the most experienced art students and critics. Some of the work which appears in high-class American magazines is puzzling as to its source and means of production, even to experts who are not acquainted with the process used. Oil and water-color paintings are reproduced with an exactness and perfection that can only cause wonder. If anything, in the magazine to which we particularly refer, the prints seem to be better than the originals. In this line there does not seem to be any possibility of improvement. Hundreds of thousands of copies of an artist's creations can be printed in the same time it takes him to make a picture, each copy as good, if not slightly better.

The newest thing in art labor-saving machines is a machine that does the work of the sculptor, instead of that of the painter, and it seems strangely at variance with the eternal fitness of earthly affairs that the inventor should be of the race of Italy, where Art is first and Machinery last. It is not surprising that American inventors have not entered the lists in this direction. No doubt some of them have thought about some machine of the sort, but the American inventors who have been successful are intensely practical men, and they would rather produce something that would contribute to the advancement of trade and commerce than use their time in devising means to carve statues mechanically. Mechanics and the arts, the practical and the impractical, the worker and the dreamer, have all come closer together within the last few years, and some of the present-day necessities are the result—things that would have been considered luxuries not so many years ago.

The American newspaper of to-day, for instance, would have been impossible fifteen years ago. Typesetting machines, each one of which does the work that required the fingers of four or five compositors, have made possible larger and better newspapers. When typesetting machines were introduced the printers scoffed at the dreamer who thought he could make metal do the work that nearly everybody else believed to be impossible. The dreamer was not of the same sort of dreamers as the men who doubted and discredited him. The use of electricity for power and other purposes in the great American newspaper offices has reached very close to its full measure. The only thing that machinery cannot do is to supply the executive power to direct it. Many men are still required to get into print a large daily paper, but their movements all depend upon the will of a central authority—a man who may sit at his desk and with a word or two change the whole current of the work of the office. Half a dozen telephones are ready to echo the word or two, batteries of typesetting machines are ready to set the type, big presses in the basement start or stop as he directs—artists hasten to reduce photographs of events that have happened within the half hour into plates that can be printed an hour later. On an afternoon paper, where time is precious and the count is by seconds, not minutes, the bent and trend of mind of every one from the managing editor down to the boy who handles papers for delivery in the basement, is to save time. Their ideas run to practical inventions, rather than to artistic effects, and even the artists have to sacrifice art for quickness at times. The man who quietly directs all of these forces often suggests improvements to his assistants that are of value. Sometimes such suggestions have resulted in valuable patents, but the man who did the work has always been the beneficiary. The trend there, as elsewhere, runs more toward practical utility than toward art.—*American Exporter.*

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REVIEW OF THE MARKETS.

WIRE NAILS.—An advance of five cents per 100 pounds was made by the American Steel & Wire Co. in the price of Wire Nails, and other wire products on December 8th, taking effect from that date. For definite quantities only contracts will be entered for delivery within sixty days. The demand is not affected by the advance, but continues good even at the slight advance which the trade generally expected would be of greater moment, especially as some of the large independent mills were accepting orders based on the price of $1.75 to which they advanced, consequently the market is quite firm at the advance. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent for cash in 10 days:

Carload lots	$1.75
Less than Carload lots	1.80

New York.—The fine weather of the past week has been conducive to a good demand for small lots from stores, the advance not affecting it, being quite generally charged by local jobbers. Quotations are as follows:

Single carloads	$1.94
Small lots from stores	2.00

CUT NAILS.—As the order went forth from the Cut Nail Association that any advance on Wire Nails would be met by Cut Nails, that of December 8th was met by an advance of five cents per 100 pounds. Demand has been an active one, for an advance had long been anticipated. Quotations are as follows: Carload lots, $1.75. Less than Carload lots to Jobbers, $1.80, and to retailers, $1.90 f.o.b. Pittsburgh. Iron Nails for delivery at Pittsburgh, Buffalo and all points west of these cities, 10 cents advance per keg on Steel Nails.

New York.—An advance of five cents per 100 pounds by the Cut Nail Association on December 8th, which is quite generally being charged by Jobbers. Demand is a satisfactory one. Quotations are as follows: Carloads on dock, $1.89; less than carloads, on dock, $1.94; small lots from store, $2.00.

BARB WIRE.—On December 8th, and going into effect at once, the American Steel & Wire Co. advanced the price of Barb Wire five cents per 100 pounds. The Jobbers had been giving large orders to the mills for some time in anticipation of the advance. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.90	$2.20
Retailers, carload lots	1.95	2.25
Retailers, less than carload lots	2.05	2.35

COPPER RIVETS AND BURRS.—The advancing quotations on Ingot Copper is having its effect upon Copper Rivets and Burrs, which are quoted at still higher prices. The goods may be quoted in a general way at a discount of 50 and 10 to 60 per cent, the latter figure being the price for large lots.

PUMP CHAIN.—As a result of the increased cost of Wire and Spelter, the manufacturers of Pump Chain have made an advance in their prices, the regular quotation on barrel lots being 5¼ cents per pound, which is an advance of 1 cent per pound on the price in ton lots.

COTTON SASH CORD.—Some of the manufacturers have adopted a new base price on Cotton Sash Cord of 22 cents per pound for Nos. 8 to 12, with an advance per pound of ½ cent for No. 7 and 1½ cents for No. 6.

REGISTERS.—The manufacturers of Registers are announcing higher prices and the market is represented in a general way by the following discounts:

Japanned, Bronzed and Electroplated	70 and 10 to 75%
White Porcelain Enameled	60%
Solid Brass and Bronze Metal	50%

Beyond these prices discounts are given for quantities.

CORDAGE.—The following Manufacturers' prices represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
No. 2 Manila	10¼ to 11¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼ to 8½

Less ¼ cent to the large trade.

BINDER TWINE.—The International Harvester Co. of America has announced prices on its Binder Twine for the season of 1905, which are as follows:

	Per lb.
Sisal	9½c
Standard	9½c
Standard Manila (550 feet)	10½c
Manila (600 feet)	11½c
Pure Manila (650 feet)	12½c

Five-ton lots, ⅛ cent less; carload lots, ¼ cent less. Chicago delivery, usual terms of payment. Kansas City, Omaha, Council Bluffs and Minneapolis, ¼ cent added. Prices not guaranteed. Allowing for freight, New York prices would be ¼ cent lower than the above. Prices for 1904 were not announced until April 15, while those for 1903 were not issued until March 30. Prices for the last two years were guaranteed, but for the coming year no guarantee will be given.

LINSEED OIL.—On December 19 the following quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....44 cents per gallon.
In lots of 5 barrels or more.....43 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE ST. PAUL TRADE.

Conditions continue good, with a feeling of strength in the market and energy in the mind of dealers and consumers. At this time our sales in Holiday goods are enormous, showing that our trade have money to invest in this class of goods. We carry a long line and try to interest our dealers in it. The Hardware store of to-day should carry a good line of desirable holiday goods on which a profit can be made and is an attractive feature, as it attracts customers to his store. Put them in the show window and mark net prices in plain figures on them. Then they will sell themselves and other goods, too.

HACKETT, WALTHER, GATES HARDWARE CO.

THE DAVENPORT TRADE.

Trade is slowly but surely improving, the sales record of each day shows an increase, compared with the sales of corresponding dates of a year ago. Prices are firmer, and the many advances are well maintained. There is a shortage in the skate crop, and great difficulty is experienced in getting some other lines of goods promptly. This is notably true of ammunition. The weather has been well nigh perfect, the cold weather has appeared so gradually that we have hardly realized just when the change from Autumn to Winter occurred. The streets are gay with Christmas shoppers, who seem happy and merry.

SICKELS, PRESTON & NUTTING CO.

THE MINNEAPOLIS TRADE.

We are all exceedingly busy attending to Holiday business, really too busy to give you much of a letter this time. It has been quite noticeable this year that the holiday trade has commenced earlier than ever before; people seem to have plenty of money and using it quite freely. Business generally in Minneapolis and Northwest has been exceedingly good this past year, not quite up to the mark the first six months, but good since then. This is quite true in the Hardware line, building operations have been very extensive and there is excellent prospect for the future. Architects inform us that they have more business in sight than ever before at this time of year. We don't mean by this that there is any suspicion of "a boom," but simply that matters are in a healthy condition. Next week and thereafter we will all be busy on inventory. Will be glad when it is completed. We have no doubt that it will show up all right with Hardware merchants in this city, as the agreed prices have been very well maintained and all lines have been on fairly profitable basis. We wish to correct the "Yellow Journal's" report that all the retail portion of Minneapolis was wiped out by fire a few days ago. It was bad enough

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as it was, but there were three business concerns only that were burned out, one other across the street damaged somewhat by fire and water, and unfortunately two lives lost. But this does not represent the whole retail district of Minneapolis by any means. There are still a few of us left. W. K. MORRISON.

THE ALBANY TRADE.

Merry Christmas to all' Any other greeting, even from a commercial paper, would be improper at this season. Undoubtedly, the majority of readers can say this with a good deal of feeling as it is quite likely that all have enjoyed an excellent trade on the holiday line now identified with the Hardware business. Where all the pocket knives, scissors, carvers, razors, etc. go each year is a puzzle but the output seems to be increasing and new goods that are coming out in this line are eagerly picked up by the buyer who endeavors to secure the latest of everything that he buys. The other lines which sell so readily at this time of the year have fared as favorably as cutlery and the early snow and cold weather have made a success of seasoned goods already, many stocks no doubt being badly broken and requiring sorting up. The year goes out with a firm market and promises of steady if not higher prices and everyone feeling hopeful for a continuance of the prosperity with which our country has been blessed for so long a time. We indulge in the hope of many others, no doubt, that some of the leading goods will be worth more in the Spring than at the present time. Have no doubt all will be busy for quite a period after inventory in seeing how many goods they can contract for, covering their wants for as long a period in advance as the liberal manufacturers will consider selling. In this section there will be a large need for tools and supplies in the contractor's line as New York State is to be the center of the greatest undertaking in engineering and canal building that we have been favored with in many years. The Hardwareman will get his share of the benefits as well as the laborer and the contractor so that it does not appear to be a very "ill wind" that became a law and causes the expenditure in the canal interest in our Empire State. Extending our congratulations to this paper for its growing influence and for the benefits that all receive in the perusal of its pages, we withdraw until the New Year breaks in with its changes and hopes.

ALBANY HARDWARE & IRON CO.

THE COLUMBUS TRADE.

We have had unusual weather for the past two months or more. Scarcely any rain, wells and small streams dry, and for the past two weeks genuine Winter, with the ground covered with snow. The prospects for a great deal of inconvenience confront farmers, but the days have been ideal. While the weather has been below freezing point, the air is dry and bracing, and it has not been uncomfortable for most outdoor work.

The demand for builders' Hardware has kept up well, and stoves, skates, blankets, robes, axes, crosscut saws and other Winter goods have been in good demand. The advance in iron has been an incentive for dealers placing orders freely, believing that with stiff advances in raw material, finished goods must be higher. We believe there is a tendency to overdo matters in this respect. While some few lines are too low at the old cost of iron, most goods are high enough; but advances seem to be infectious when once started, regardless of the big profit some lines already pay. The International Harvester Co. has changed its policy of withholding prices until April, as they have done for the past two seasons. Last year, their representatives said the little fellows on the outside did not cut any figure, as they only sold about five per cent of the twine, anyway, but it seems the little fellow made it too warm for them to continue their policy. Well, if the little fellows do not sell much, it will not hurt them to meet the big fellows' prices. If the International can furnish the hide, the little fellows no doubt are willing to furnish the tail, and the farmer will reap the benefit. We hope all our friends will have their stockings filled to overflowing with profits from the past year's business, and wish one and all a Merry Christmas and a prosperous New Year. THE SMITH BROS. HDWE. CO.

J. H. Smith.

THE CLEVELAND TRADE.

Christmas changes the conditions of trade more than any other event in the year. And it is welcome because it develops all that is best in human nature and is the most potent influence in sweetening human lives. The economic loss, as large as it may seem, is more than repaid by the good will it creates. In no other way has Jesus impressed humanity so deeply and permanently. The unchurched masses are unconscious worshipers of His memory. In proportion to their ability the poor surpass the wealthy, in their contributions to make it a perpetual memorial. The "Peace on Earth and Good Will Among Men" that made up the angelic song at His birth was a precursor of the Christmas family around the yule log and tree that brings joy to young and old in all civilized lands. Who can doubt the divinity of a life that left such an influence in human hearts. Every load of Christmas trees, every store where presents are sold, every home full of expectations, and every heart impressed by the preparations are monuments to the divinity of such a life. It makes us forget the question, "Is life worth living?" by the joy it brings, and is a constant reminder that the best things of life are not the products of chance.

Advances are making good the declines that came in 1903, but are not excessive and it is hoped that they will not be. Prices that pay manufacturers a fair profit and not an excessive one are far better for all parties and a tariff adjusted to prevent higher prices than this would be a benefit to all. What capital and labor needs for their prosperity is a steady business affording a fair wage base and a reasonable profit for the capital invested, making manufacturing a safe investment instead of a speculating one. If prices get too high they are sure to be followed by the opposite and these extremes create disaster both to labor and capital. The element of speculation in business is a foe to permanent prosperity and if tariff legislation could prevent these extreme prices it would add an element of safety to business. Unscrupulous men will fight vigorously to retain any advantage that tariff gives them, but what is right for the consumer and for the community should be adopted. The opportunity that invites avarice, should be modified by legislation. There is always danger in attempting to interfere by arbitrary law with the natural and self enacting law of production and distribution, but as our tariff does that the rights of the consumer should be protected.

The difference in the price of Steel Rails changed in one year from $37 to $17 per ton and only for the good sense of some of the leading manufacturers such a change in price would have continued, but in an effort to prevent this, price of rails was kept for many months below the price of billets. The parties furnishing billets were not controlled by the same wise management or our partial crisis might have been avoided. No one familiar with the fact can doubt that our prosperity was prolonged by the conservative action of the leading manufacturers. That such a complete revolution as has been made in the price of Steel Rails shows conclusively that it could be made in other articles. An advance of 100 per cent. in the price of Pig Iron has not been unusual and mills that paid 100 per cent. profit were often found in a year or two in the bankrupt court, in fact this was the normal condition seriously effecting all other kinds of business. The present is an opportune time to call attention to such wild fluctuation as the sudden recent demand for Pig Iron may easily be quenched by an unwise increase of the price, and it would be a matter of safety if the duty permitted importation so as to forbid further advance. Consumers are equal as contributors to prosperity with makers, and both need such protection.

The uncertainty in the Iron and Steel trade has been a menace to all other industries and the most potent factor in causing period panics has been immense fluctuations from great prosperity to extreme depression carrying every thing with it. Stocks carried necessary to accommodate the public are decreased 50 per cent. in value, injuring credit, and creating bankruptcy. The argument that tariff increases wages has little application to raw materials such as pig iron and steel unless it is the wages of machinery, not men.

When the price of raw material is so high as to cut off consumption, labor suffers, and legislation to prevent that will be a benefit. Having stated the possible danger, I am more pleased to turn to the promises. Faith in the country was never more complete. Hope is everywhere prevalent. The financial condition is pre-eminently good. Faults in municipal government are being sought out. Bribery is being punished, and bosses disowned. The intuitive moral sense is revising theology, and confidence in republican government has been greatly strengthened by the result by our national election. We have a great country; a great president; and a great people.

The President's recommendation to give Railroad Commissioners power to fix the rate of freight where complaint is made, subject to the review of the courts, is not radical. What is needed is some plan for immediate action. This is necessary to prevent public indignation where a wrong is being perpetrated. The complaint against railroad management is, that with attorneys employed by the year, the individual stands little chance of getting justice. The cruelest competition is differential in freights, and unless some means to stop this is found the public control of transportation will be demanded. The power to impoverish or enrich individuals or communities, secured to the railroad, has been a disgrace to legislation and now the evil is so patent that some relief is necessary.

THE LOCKWOOD-TAYLOR HARDWARE CO.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, MCCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

THE PHILADELPHIA TRADE.

The end of the year brings us once more to the season of hard work and light trade, although this year trade is holding on remarkably well, and sales for December are likely to greatly exceed those of the same month for several years past. It is most gratifying to see the way in which goods are being ordered for immediate consumption, and, one or two articles only excepted, there seems to be no demand in a speculative way, and everything bought, so far as we can see, is gonig into normal consumption. This is always a healthy sign, and, in view of the firm and advancing markets, it seems to possess unusual significance.

Salesmen are now coming in to have their samples overhauled and their prices re-arranged for next year, but revisions in price are apt to be decidedly upward, as manufacturers are announcing increased prices daily, especially on the staple lines, which are everywhere admitted as being sold far below profitable prices, and advances are inevitable.

Stock taking is now the order of the day, and this means to a large jobbing house an immense amount of work, which, of course, does not show on the sales-book. We are very much inclined to doubt if heavy stocks will be found in the hands of most dealers. On the contrary, we are of the opinion that in the majority of lines stocks have been very much depleted by the steady and good business of the past few months, and from all we can see there should be a good buying movement after the first of the year.

The hard Winter has had its effect, not only in increasing the sale of seasonable goods, but in leaving the trade with empty shelves and larger bank accounts, all of which tends to more liberal buying to replenish stocks.

The salesmen coming in are almost unanimous in reporting good prospects in their several fields, and the year 1905 seems to start with promise. BIDDLE HARDWARE CO.

RECENT TRADE PUBLICATIONS.

THE L. S. STARRETT CO., Athol, Mass., have sent us a copy of a Supplement to their Catalogue No. 17, just off the press, which will be found of real value in the hands of those interested in fine tools. This concern are prepared to furnish to dealers, without charge, electrotypes of any tool shown in their catalogue No. 17, or in the above supplement, either regular size or reduced to 1½ inches the longer way, as per samples which they show in the supplement. Included in this little book are their patent protractor, key seat clamp, tap wrench, double-lip countersink, new Universal surface gauge, new desk rule, cut-nipper, pocket screwdrivers, Jewelers' screwdrivers, Opticians' screw holder and driver, steel metal wire gauge, pin vises, American and United States Standard wire gauge, new micrometers and cases for same, height gauge attachment, etc. This supplement has not as yet been sent to the trade generally, but may be obtained upon request.

THE NEWHALL CHAIN FORGE & IRON CO., 9-15 Murray Street, New York, have recently gotten out a new catalogue, which is their No. 185, having reference to their forgings and castings. Some points of superiority claimed by them for their Warwick chain are: "They will outpull and outwear other makes. The stock is rolled at their own mill especially for the purpose. The stock is harder, resists friction longer, and at the same time has as great a tensile strength as the softest iron rolled. Ten feet of chain is cut out somewhere in the chain, put on the testing machine and broken. This broken sample is sent to the customer, together with the breaking strain and elongation, and the chain shipped is guaranteed to run up to sample." Many other excellent arguments are also given. The book contains a table showing approximately pitch, dimensions, weights, tests, breaking strains and safe working loads of steam shovel, dredge and hoisting chains; a table of dimensions of shackles; table of weights of round rolled iron, also square rolled iron and flat iron per lineal foot; also a few abstracts from Government proposals. Several pages are also devoted to sectional drawings of machine railway, wild cat, barge, anchor davits, chocks and cleats, mooring posts and towing bitts, etc., etc. The book is one such as would appeal to one interested in this line of goods, giving as it does, such general information. Send for a copy.

THE WINSTED EDGE TOOL WORKS, Winsted, Conn., have issued an extremely high-grade catalogue, on which they state they have spared no expense to make it the most complete and attractive catalogue of the kind ever presented to the trade. The above firm are manufacturers of chisels, gouges and drawing knives, of which they give handsome illustrations in their book. They state: "It is well known among the Hardware trade that our Mr. George Jessup has made a life study of hardening and tempering steel, and has most successfully devised methods whereby the standard of T. H. Witherby chisels, drawing knives and gouges is superior to all others. The cutting qualities are acknowledged to be unequalled; and we, therefore, take pleasure in recommending our goods to all interested in carpenters' tools, knowing they will experience the usual satisfaction." They also state that they will take pleasure in mailing their catalogue to any Hardware dealer who has not received a copy.

♣

DAUGHTER—Mamma, Tom asked me to marry him to-night, and I told him to ask you.

MOTHER—If you think I'm going to commit bigamy, even to please you, you are quite mistaken.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR NEW ORLEANS LETTER.

(Special Correspondence.)

NEW ORLEANS, LA., Dec. 17, 1904.

Constantly quickening markets for the heavier grades of iron and a long continued up-lift in the prices of practically all manufactured iron and steel goods, kept steady time throughout the section tributary to New Orleans, with a splendid run of trade running ahead of the records for last year—until ten days ago. Then the tremendous loss of purchasing power suffered throughout the South, and particularly through the States surrounding New Orleans, began to tell on the Hardware and implement trade, and for almost a fortnight, and particularly during the last week, the business, while still excellent, has been running even with, and not ahead, of the record made during December of 1903.

Immediately following the issuance of the Department of Agriculture's estimate, placing the yield of cotton for the year at 12,162,000 bales, thereby causing a loss in values estimated to mean a decrease of at least $35,000,000 to the South, the Hardware merchants of New Orleans contended that this loss, if as great as was claimed, would not materially affect the Hardware business, for the alleged reason that the loss would come from what would have been surplus profits, of which the country invests only a small proportion in Hardware and iron goods. The history of the past week has disproved these claims, and has shown conclusively that part at least of the unprecedented business of the thirty days precedent to the issuance of the bureau report was coming from that fund commonly denominated cash surplus. In fact, it would seem that that fund was responsible for the entire percentage of increase of the 1904 trade during December, over the 1903 trade during the same month of the year before.

In view of these facts, the Hardware merchants are wondering whether, during the stress of the Winter, their business for 1904 may not go even a trifle below the record established for 1903 during the same period of the year.

Thus look the markets through Louisiana, Mississippi, Eastern Texas, Southern Arkansas and Southwestern Alabama, from a general survey.

MATTERS OF INTEREST.

Until this unexpected dropping off in the trade, the wholesale merchants of New Orleans were deeply interested in a number of semi-official events that had occurred during late November and early December. These events have largely centered about the Panama Canal, and the possible trade that is supposedly to be developed for New Orleans thereon and there around. These events terminated with the return to New Orleans three days ago of Secretary Fred. Muller, of the New Orleans Board of Trade, and of James W. Porch, who is vice-president of the Board of Trade, chairman of its Standing Committee on the Mississippi and Orient Steamship Co., and also president of the Panama Commercial League, and local manager of the Lukens' Iron Works. These gentlemen have been on a sort of commercial embassy to the Spanish-American countries about the Isthmus and have returned with a voluminous report that is to be made public Wednesday next. It is said to contain some rather startling and sensational comments and disclosures on the exact reasons why New Orleans business men in particular, and American business men generally, have not been successful in many lines, in competing with the German and other European competition in Spanish America. William P. Hepburn, chairman of the House Committee on Interstate and Foreign Commerce, who returned from Panama to Washington via New Orleans, practically prepared the Orleanians for this, by some very frank statements of his own. This, however, was somewhat compensated for by the announcement made by Assistant Secretary of the Navy Darling, when passing through here some days ago, that the United States would soon be not only repairing, docking and cleaning, but also manufacturing ships in New Orleans. This, added to the semi-official announcement from Secretary Taft that the bulk of the government trade to the Isthmus would pass through New Orleans, has served well to please the New Orleanians looking in that direction.

Yet all these matters have been of general and current interest, concerning chiefly the ship chandlery firms, such as Woodward-Wight & Co., and the big exporters, like A. Baldwin & Co., and some of the agencies, Fairbanks, Deere Plow Co., etc. What the regular jobbers of the section have been paying their attention to has been the Hardware situation through the cotton belt, whereon depends the purchasing power of four-fifths of the territory into which New Orleans trades. They want to know just how much Hardware business will be stricken from the prospective by the loss suffered in the South through that slump in cotton

LOSS IN PURCHASING POWER.

To properly appreciate the situation now existent through the immediate Lower Middle South, one must be conversant with the history of events immediately prior to the fateful bureau report on December 4.

Throughout the Winter of 1903, and into the Spring of 1904, the planters throughout the section on which New Orleans depends were getting an average of 12.42 cents per pound for their cotton—and for the total crop of 10,000,000 and some odd thousand bales, they obtained a gross total price of $613,797,339—a crop surpassing in value any ever raised by the South.

To the present time approximately 9,000,000 bales had already been sold—sold or otherwise realized on. Prices current for this 9,000,000 have ranged from 11 cents earlier in the season to 9 cents not long prior to the bureau report, thence down to 8 cents immediately prior to that report—with an average price of about 9½ cents. Thus it would be seen that on the first 9,000,000 bales of the current crop, the South has lost approximately $100,000,000, most of this falling on the States nearer New Orleans.

Now, when the planters in 1903 had sold 9,000,000 they only had 1,000,000 bales remaining, while now there remain 3,000,000 to be sold. On 1,000,000 bales of this there will be a loss of $25 per bale on what would have been its value one year ago, or $25,000,000 to be added to the other loss of $100,000,000. However, from this loss of $125,000,000 there is to be deducted the additional money to be obtained from the 2,000,000 the planters have this year that they did not have last year. At a liberal estimate of $30 per bale on the plantation, this is $60,000,000 to be deducted from the $125,000,000, leaving a net, inside loss to the people of the South of at least $65,000,000. Most of this loss falls in the lower middle States, where the late cotton is concentrated, and New Orleans is dependent on that very section.

THE EFFECT.

Now, the effect of this depreciation has begun to be felt in peculiar ways. Two lines there are which are holding up the average of business just now to that of last season—implements and builders' bulk goods, such as nails, sheet metal roofing, bars, etc., hinges, and such other material as is called for by necessity. Were it not for these, the total of the Hardware trade would now be running ten per cent less than in 1903, whereas, a fortnight ago, it was running nearly ten per cent ahead. As it is, it is running even.

The implement sales are helped out by the exceptionally large crop made in the sugar section, the largest in twenty years, with the best prices in ten. The people are buying all manner of implements and are supplying the deficiencies created by years of hard times. Feed stuff machinery, new land plows, improved implements, are all going well into the sugar country; while even the cotton planters have not diminished their purchases. Mill supplies have also been selling well to the sugar section, for the sugar houses have been running overtime, with extra crews, and not a mill in the region but what needed repairs. The purchasing power of the sugar belt is millions more than it was last year. The heavier goods are going out now, the lighter and more urgent demands having been supplied earlier in the season.

Mill supplies have continued to go well into the cotton belt, for the demand depends on the size of the crop, and the business the gins have had to do, rather than with the ability of the planters to purchase. There has not been an idle gin anywhere in the cotton belt, and the ginners' reports of the United States Census Bureau show an increase of five per cent in the ginneries reporting.

LOCAL TRADE.

Local trade has been exceptionally good during the Fall, and has shown no diminution since the slump in cotton—being dependent on an entirely different set of economic conditions. As a direct result of this, there has been organized in New Orleans another Hardware establishment, termed the United Hardware Co., Ltd., with a number of the more prominent business men of the city as stockholders, and with several of the best-known Hardware experts in direct control. The store will make a specialty of builders' supplies and building Hardware, and will do both wholesale and retail trade.

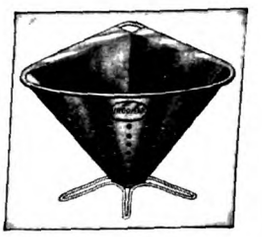
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VROOMAN PATENT SANITARY SINK STRAINER



KEEPS SINK CLEAN
HOUSEKEEPERS DELIGHT

The FAVORITE ONE



SELLS THE YEAR ROUND

Ask your Jobber for the Vrooman Strainer and Stand.

F. H. & E. B. Vrooman

325 Dearborn St., Chicago, Ill.



About the best trade thus far in the Winter has been household goods, although builders' Hardware has held up remarkably well, chiefly because of the mild Fall and the postponement until Autumn of many building contracts that were held up during the Spring by reason of the building trades strikes.

The announcement that New Orleans would soon see ships manufactured here has given impetus to the interest felt in ship chandlery, and the statement that the shipyard of Woodward-Wight & Co. would be complete in time for business next Spring has created some little stir.

Exports during the Winter have been good, increasingly so now that the harbor is full of ships to carry grain to Europe, and looking for high-class freight to top off with.

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WORLD'S PRODUCTION OF IRON IN 1903.

(From United States Consul Bartleman, Seville, Spain.)

Messrs. James Watson & Co., Glasgow, have just published statistics on the production of raw iron during 1903, from which the following figures have been extracted:

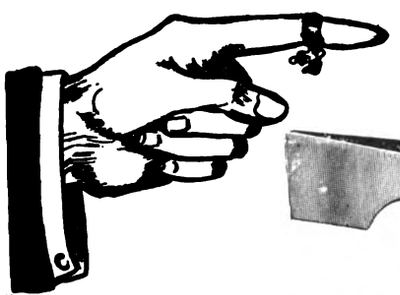
The production, which in 1901 was 39,940,000 tons, increased to 43,480,000 tons in 1902 and reached 45,480,000 tons in 1903. The United States stands at the head with a production of 18,010,000 tons against 17,820,000 in 1902 and 15,800,000 in 1901. Germany wrested the second place from Great Britain in 1903, its production being 10,090,000 tons against 8,400,000 in 1902 and 7,790,000 in 1901. Great Britain occupies the third place with an output of 8,810,000 tons against 8,520,000 in 1902 and 7,850,000 in 1901. The output in France, which in 1903 amounted to 2,830,000 tons, has increased by 400,421 tons as compared with 1902 and by 427,428 tons as compared with the production of 1901. Belgium produced 1,300,000 tons in 1903, an increase of 196,301 tons over 1902 and 533,701 tons over 1901. Spain's production amounted to 380,284 tons.

The output has decreased in the following countries: Russia, 2,400,000 tons, or 118,404 tons less than in 1902 and 382,065 tons less than in 1901; Austria-Hungary, 1,320,000 tons, or 108,814 tons and 82,165 tons less than in 1902 and 1901, respectively; Sweden, 489,700 tons, a decrease of 34,300 and 23,600 tons from the amounts produced in 1902 and 1901, respectively.

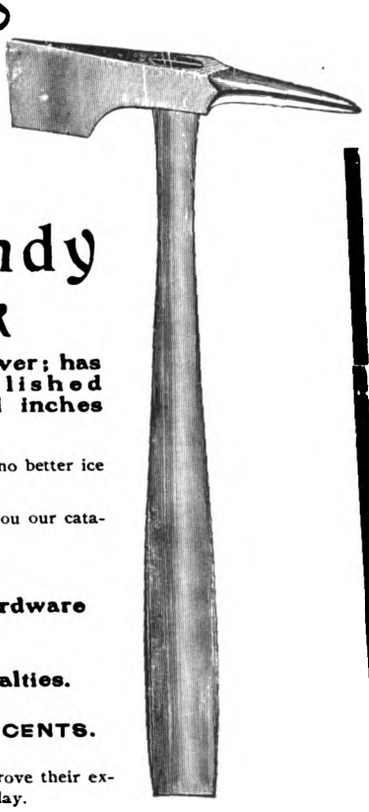
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MOTHER—Now, I want you to keep as far away as possible from that Jones boy. He's the worst one in your school.

BOBBY—I always do. He's at the head of the class all the time.



Remember!



The Dandy Ice Pick

is nickel plated all over; has varnished and polished Hickory handle; 11 inches long.

For the price we know of no better ice pick on the market.

Let's prove it by sending you our catalog of

High-Grade Nickel Plated Hardware and Household Specialties.

PRICES: 5—10—15 CENTS.

A single trial order will prove their excellence as sellers. Send to-day.

FRANKLIN SPECIALTY CO.,
807-809 Cherry St., Reading, Pa.

THE "PERFECT HANDLE"



Screw Driver



Is an unqualified success. This can be said of very few screw drivers.

Discriminating Mechanics Uphold It

because it is a one-piece drop-forging substantial throughout and sightly, and adaptable for all purposes, even hammering. It is perfect.

Our Trade Mark  Protects You Always.

Our unqualified guarantee is yours.

Let us give you further particulars with prices.

THE H. D. SMITH & CO.,
Plantsville, Conn.

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WHAT IS THE MOST EFFECTIVE WAY TO ADVERTISE THE HARDWARE BUSINESS?

By J. A. PEEBLES.

What is the most effective way to advertise the Hardware business? My idea would be by judicious advertising, in conjunction with good show windows, an attractive store and an obliging Hardwareman with obliging clerks.

Judicious advertising in the newspapers is, I think, the best method of reaching the people. No fixed rule on advertising can be laid down. Remember that

ADVERTISING IS INVESTMENT, NOT EXPENSE,

and it should be as carefully dealt with as any other investment. There is also a great deal of tact to be used in advertising, as well as in selling goods, and every time you write an "ad." drive home and clinch a point that will bring you in dollars and cents.

Advertising is largely improved by the use of cuts. Contract for certain space in your local paper, be it big or little, and change your "ad." as often as you can. Be truthful in your advertising. When a customer comes to your store and finds the goods different from what he was led to believe they were in the advertisement, he may buy at that time, but nine times out of ten you have lost a customer. On the other hand, if people discover that your "ads." are not fairy tales, but a recital of

FACTS TOLD IN A SIMPLE, HONEST MANNER,

you will find you are making new customers and firm friends.

A good "ad." does not need to be a literary gem. One does not need to indulge in flowery language to write an "ad." to bring business to his store. Write as you talk, avoiding elaborate language. The simplest, strongest arguments used over the counter are just those which hold the attention of the reader. Imagine a Hardwareman saying to a customer: "We've got a complete line of Hardware Tools, etc." Hardwaremen don't do that. More likely he would say: "Yes, sir, that knife is just what you are looking for; it's a stiletto—if it breaks from a flaw, you trot it right back and get a new one; it's fully warranted, and the price is $1.50." It is the latter

SORT OF TALK THAT SELLS GOODS,

and the Hardwareman knows it; yet, for some reason, they do not talk that way in their advertising. I take no stock in the style of advertising that simply says: "We carry a full line of Hardware, Tinware, Stoves, etc." Why, if the reader never saw your "ad." he could guess that every Hardware dealer in town could vouch for as much.

Do not make your show window a dumping ground for odds and ends of all kinds, when it should be given more attention than any other part of the store. Remember, your front window is a

FREE ADVERTISING MEDIUM AND BRINGS GREATER RETURNS,

for the investment, than any other method of advertising. Keep your windows clean, and change the display at least once a week. The more taste and originality put into a window show the better. Watch your clerks, and if you have one with ability for this work, encourage and aid him with suggestions. The best results are secured by exhibiting several articles of the same kind, or class, of goods. A window like this the eye will quickly catch, and the memory will retain the impression of it; while, on the other hand, if you fill your window with samples of most of the goods in the store, the mind will become confused and the effect diminished.

The nearer you come to oneness in window displays the more satisfactory will be your window advertising. An occasional display without goods will repay one for his efforts, and if not overdone will interest the people. The aim should be to have something unique and different from the displays of other merchants; also aim to be in

KEEPING WITH THE OCCASION OR TIME OF YEAR.

Any display in motion is bound to catch the eye, but no window display, no matter how attractive, should remain over two weeks to bring the best results.

Advertising, both through the newspapers and by window displays, is to bring the people to your store. Once they are inside, the "ad." has done its work, and done it well, and your stock and your salesmen should be held responsible if you fail to satisfy the caller. Keep your stock up; it is more important for the dealer to have the article called for than to be without it merely because he had not found a suitable opportunity to buy it at a price at which he thought he should. It is a better "ad." to have the goods wanted, even if you have to pay more for them. What is wanted, when you get people inside the store, is to have the interior such that people will see

THE USEFUL AND NECESSARY ARTICLES,

use racks for displaying, not hiding, the goods.

The interior display of goods on the counters, shelves and in showcases is worthy of effort and care, and the aim should be to arrange goods so that they will be attractive to the eye, so that whether people wish to buy or not, they will stop and look. Some day they will want these very same goods, and will remember where they saw them.

EVERY DEALER SHOULD BE OBLIGING

and require his salesmen to be likewise. One of the best, and, I would say, the surest, means of advertising is in the treatment of customers. No merchant should employ any one in any capacity, be he salesman or porter, who does not treat customers with respect. A kind word to every one entering the store is the best advertisement. A surly, overbearing or know it all demeanor on the part of any employee will soon cause a loss of trade. Let every customer leaving your store be a walking advertisement for it, saying a good word to a friend about your treatment of him.

Remember that all the money spent for advertising, all the money spent to make the store attractive, and all the money spent for the goods that lie on your shelves for a long period of time—all these things look forward to one end, and that is having the customer come back.

We have recently received a most attractive and interesting Book of Reference on firearms which embodies in detail descriptions of all the famous Stevens Rifles, Pistols, Shotguns and Accessories. As the advertisements of the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., are constantly appearing in our columns, we think it would prove most beneficial to our many readers to apply to this company for the catalogue in question This manual contains many valuable hints about shooting in general, ammunition, the proper care of firearms, notes on sights, targets, etc. As is universally known, the Stevens output is very popular and reliable, and consists of the most complete and varied number of styles and models, representing the capacity of one manufacturer. The commendable enterprise of the Stevens Co. is exemplified by the handsome colored cover design gracing their 140-page catalogue, the spirited hunting scene being a creation of the able brush of the famous artist, A. B. Frost, of New York City. We have been told that this excellent catalogue and important contribution to firearm literature will be mailed to any applicant for four cents in stamps to cover postage, and the mention of this publication.

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STEPHEN MCCLELLAN, 1179 Herkimer Street, Brooklyn, N. Y., has sent us one of his envelope size pamphlet catalogues which he distributed at the St. Louis World's Fair. It exploits the Universal Iron and Wood drilling patented high grade tools which were exhibited at the Fair in connection with Millers Falls Co.'s tools. Included in the book are McClellan's Universal breast drills, patented corner bit braces, the new combination 1904 corner brace and corner bit brace, plain, and the Little Giant Joist Tool which is built of steel and to which one whole page is devoted in description. A copy of the above book will be gladly sent to those interested enough to send for one.

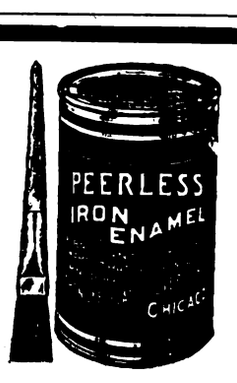
TRADE NOTES.

Salem, Mass.—The Dane-Smith Company of Salem has bought the Hardware stock of Henry Newhall.

Salt Lake City, Utah.—The entire stock of the Utah Stove & Hardware Company was sold on November 14 at 50 cents on the dollar. The company will retire from business in this city.

Senecaville, Ohio.—W. A. Blackmore and John Gardner have purchased the G. W. Blazier Hardware store and taken possession.

Terre Haute, Ind.—The Standard Wheel Co. will have a new delivery motor car on the market for 1905 trade.



WE MAKE IT!
The BEST Air Drying Iron Enamel Made.
Try a 1-Dozen Case From Your Jobber.
Nickel Plate Stove Polish Co.
Large 10 oz. Can. CHICAGO.

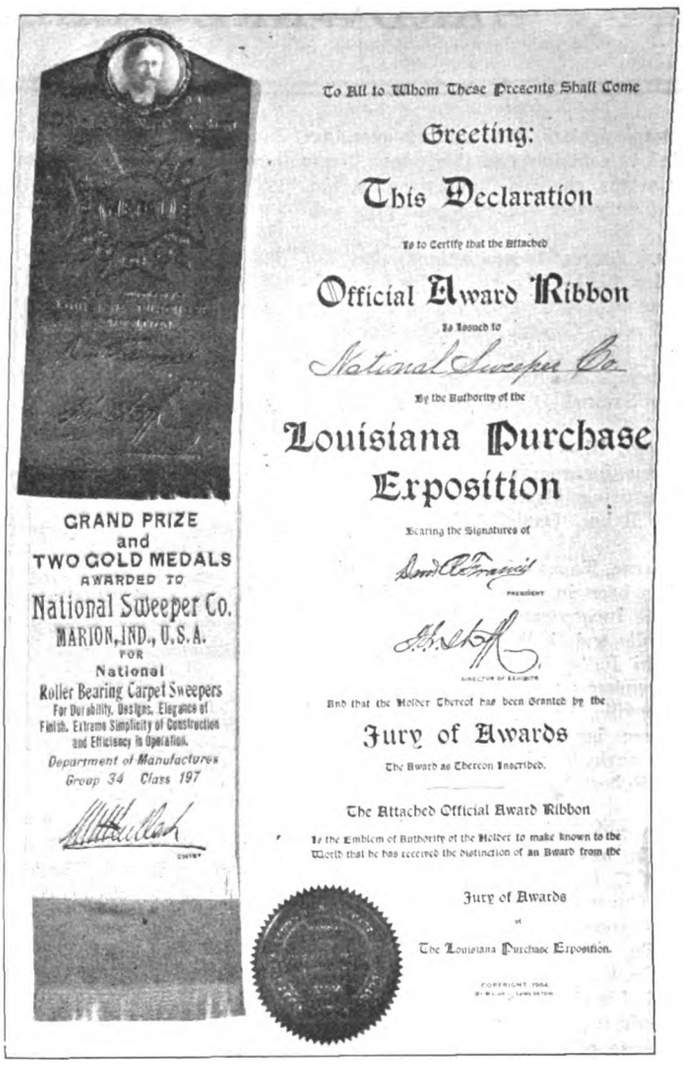
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National's

ROLLER BEARING

Carpet Sweepers

SOMETHING DIFFERENT—
SOMETHING BETTER
ALL THAT IS GOOD
IN CARPET SWEEPERS



THIS month closes a record-breaking year for "Nationals" in more ways than one. Our sales, in spite of the general business depression which has prevailed, show more than thirty (30) per cent. increase over last year, and every indication point to even a greater increase for next year. A sufficient evidence that the trade appreciates the value of the "Something Different—Something Better" in "NATIONAL'S." As shown in photographic reproduction on this page, the Jury of Awards of the St. Louis World's Fair has proclaimed in no uncertain manner the superiority over all other Sweepers by awarding the Grand Prize and Two Gold Medals to

THE TRIPLE MEDAL LINE

DURING January, a complete line of **National Roller Bearing Carpet Sweepers** will be displayed in a most artistic manner at Grand Rapids in the New Exhibition Building, opposite the Morton House, and at Chicago in the Furniture Exhibition Building, 1411 Michigan Avenue, on the first floor. At these exhibitions we will show for the first time several new models, also the most elaborate and attractive selling helps ever offered to the trade. Some more of the "Something Different—Something Better" kind. Better look us up. You won't lose; neither will we.

National Sweeper Company

MARION ✓ INDIANA

CHICAGO OFFICE
1411 Michigan Avenue

TORONTO OFFICE
45 Colborne Street

SAN FRANCISCO OFFICE
617 Mission Street

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Camden, N. J.—The Eagle Hardware Co. has been incorporated to deal in Hardware of all kinds. Capital, $100,000. Incorporators: William A. Forman, Jr., Camden, N. J.; Samuel V. Summerill, Jr., Penn's Grove, N. Y.; Samuel H. Richards, Bridgeport, N. J.

Chicago, Ill.—The Rehm Hardware Co. has been incorporated. Capital, $25,000; manufacturing Hardware. Incorporators: George Rehm, Daniel Rehm, William H. Peters.

Cleburne, Texas.—The Randle Hardware Co. has been incorporated. Capital stock, $10,000. Incorporators, S. B. Norwood, C. T. Randle and G. B. Randle.

Delphi Falls, N. Y.—Arthur Sweetland on December 1st opened a Hardware store.

Jerseyville, Ill.—The Newton-Beatty Co. has been incorporated. Capital, $5,100; deal in agricultural implements. Incorporators: Robert Newton, J. N. Beatty, A. W. Cross.

Lakewood, Ohio.—The Lakewood Hardware Co. has been incorporated by T. L. Weight, C. L. Tompkins, H. A. Thompson, James Gormsen and D. C. Need. Capital stock, $10,000.

Mobile, Ala.—The C. H. Costello Chandlery Co. has been organized to carry on a general ship chandlery, Hardware and vessel supply business in all its branches and the making of contracts, etc.

Montreal, Can.—The Hardware firm of E. Archambault & Co. has been incorporated.

New Brunswick, N. J.—The Strong Hardware Co. has been incorporated. Agent in charge, William Dunham; capital stock, $50,000. Incorporators: William Dunham, Alvin A. Hastings, Frank H. Dunham, Michael McFadden, William Metzrath and Howard I. Stevenson. The company is to acquire and conduct the Hardware business of William S. Strong, deceased, at 289 Burnet Street, New Brunswick.

New York, N. Y.—Joseph Goldstein & Co. has been incorporated; household articles. Capital stock, $2,500. Directors: Joseph Goldstein, Anna Goldstein, Louis Goldstein, New York.

Prosperity, Mo.—The Weeks-Betts Hardware Co. has been incorporated. Capital stock, $16,000, all paid. Incorporators: L. F. Betts, C. E. Weeks, Della D. Weeks and Amy F. Betts.

Schuyler Lake, N. Y.—Newman & Sumberg is a new concern that has recently started in the Hardware business here.

Seneca, Mo.—Clem. Buser will open a cooperative Hardware and Implement store.

Sumpter, S. C.—The Durant Hardware Co. has been incorporated. Capital stock, $12,000.

Waterloo, N. Y.—James H. Haslett and Ross S. Reynolds have formed a partnership and purchased the M. D. Crosier Hardware store, at Phelps, and will take possession at once.

West Bantam—J. Scott has recently opened a Hardware store in this place.

Wichita, Kan.—D. A. Wilson, W. A. Johnson and C. B. Campbell have formed a company under the firm name of D. A. Wilson & Co. They are located in the three-story brick building at 119-121 North Water street. They will occupy the entire building and will have a complete stock of farm implements, wagons, buggies, etc.

Wills Point, Texas.—The Russell Montague Hardware Co. has been incorporated. Capital stock, $10,000. Incorporators: W. E. Easterwood, E. A. Russell and C. J. Montague.

Changes.

Aberdeen, S. D.—N. Gelle, of Morris, Minn., has purchased the Aberdeen Hardware Co., the largest Hardware store here.

Asheville, N. C.—The improvements to the Asheville Hardware Co.'s building on Pack Square and to the company's storeroom have been completed, making one of the largest and handsomest stores in the city. The storeroom's original length of 80 feet has been increased 125 feet, making a total depth of 205, thus relieving the congested condition and giving greater facilities for handling the trade.

Brazil, Ind.—E. L. Winklepleck & Sons have purchased the Charles Herbert property on the corner of Main and Washington streets for $9,000. The lot has a frontage of sixty feet and the new owners will erect a modern building with three rooms on the ground floor and office rooms above. Winklepleck & Sons will occupy the entire first floor with a mammoth Hardware and furniture store.

Chambersburg, Pa.—Norman O. Huber, the Hardware merchant, is now comfortably established in new quarters in the White Building.

Dresden, Tenn.—W. D. Brasfield, who has been in the Hardware business here for quite a number of years, has sold out to Charles B. Brasfield. This is one of the largest Hardware houses in this section. Charles B. Brasfield will take charge the first of the new year and W. D. Brasfield will go in the real estate business here.

Dubuque, Iowa.—On January 1 the A. Tredway & Sons Hardware Co. will become owner of the Schreiber, Conchar & Westphal Co.'s stock and business, the details of the sale being now arranged between the two firms. This business change consolidates two of the oldest Hardware houses in the West. The sale does not include the Schreiber & Conchar Manufacturing Co., which will continue in business as at the present. The officers of the Tredway Co. are A. W. Tredway, president, and W. F. Wodrich, treasurer. C. D. Scott, treasurer of the Schreiber, Conchar & Westphal Co., is conducting the sale on the part of his company.

Fremont, Ohio.—John Tindall has purchased an interest in the Shoupe Hardware store, on Front street, and the firm will be known as Shoupe & Tindall.

Fort Worth, Texas.—The Huey-Phillip Hardware Co. has increased its capital stock from $200,000 to $300,000.

Grand Rapids, Mich.—The firm of Smith & Schantz, implement dealers at 13 West Bridge Street, has been dissolved, Mr. Smith retiring from the firm.

Green Valley, Ill.—Feulner Bros. have sold their Hardware business to C. E. McNaught.

Jefferson, Ohio.—W. M. Kellogg, Hardware dealer, has purchased T. H. Bell's stock of Hardware, stoves, harness, etc., located on North Chestnut Street. It is understood that other business matters require Mr. Bell's attention and make it desirable for him to devote his entire time to them. The stock will be invoiced at once and removed to Mr. Kellogg's East Jefferson Street store.

Le Mars, Iowa.—The Moore Hardware Co.'s store has recently changed hands. The new proprietors are Fred. Melchior, of Marcus, and Charles Hollenbeck, of this city. They will take possession at once.

Lima, Ohio.—A. P. Gill, of Ottawa, a former partner of Mr. Cover in the Hardware business there, has disposed of his business in Ottawa and purchased the interests of Thomas H. Jones in the Cover Hardware Co. He will enter the new firm January 1st.

Los Gatos, Cal.—The Hardware merchants of O. Lewis & Son have purchased fifty feet of ground on the east side of their store and will at once commence the erection of a building 75 feet front and 90 feet deep, to be used as a store and stove room.

Milwaukee, Wis.—Herman F. Haessler, for twenty years with the Philip Gross Hardware Co., has become a member of the firm of A. L. Kiefer & Co., Mason and Milwaukee Streets. This firm is about to open a builders' Hardware department, and Mr. Haessler's long experience in this branch of the business will insure a complete and up-to-date stock.

Pontiac, Ill.—H. C. Hobbs, who has for many years conducted a Hardware store in this city, has on account of failing health sold his stock and business to I. M. Kidder, of Polo, Ill. The transfer has been made and Mr. Kidder is now in charge.

Rich Hill, Mo.—G. W. Bacon has traded his Hardware, furniture and undertaking business to J. A. Frick, of Holt, Mo., for land in Harrison County.

Waco, Texas.—Lots at the corner of Third and Mary Streets are being cleared off for the erection of the new building of the McLendon Hardware Co. The building will be one of the largest and handsomest Hardware structures in Texas. It will be 150x150 feet, specially constructed, highly embellished with terra cotta trimmings, and the Mary and Third Street sides of the building will be of Thurber pressed brick, beautifully trimmed. The building will be three stories high. The total cost will reach about forty thousand dollars by the time the work shall have been completed.

Fires.

Cadillac, Mich.—Fire on December 4 destroyed the Hardware store of Drury & Kelley, causing a loss of $40,000. The store, a brick structure, two stories tall, was completely gutted, very little of the stock being saved. It is thought the fire originated from spontaneous combustion among some oil barrels in the basement. It burned from 6.30 o'clock in the morning to 1 o'clock in the afternoon and was so hot that it was thought for a while the whole block would be burned. The insurance amounts to $26,000.

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--Him if he is
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THE HAMMOND TYPEWRITER

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The Comfort Swing Chair
adjusts itself automatically to support your entire body—sitting or reclining. Swing or not—as you please. Folds up compactly—strong and durable. Steel and fancy canvas. **You can examine it before you buy**—Sold in furniture, hardware and department stores—If not in your city, write us. If preferred, we ship subject to examination, guaranteeing to refund price if not satisfactory.

Sent for $3.50— you pay freight, or freight prepaid for $4 if in the U. S. east of the Rocky Mountains, north of North Carolina and New Mexico.
The Comfort Swing Chair is advertised in popular magazines. The above is a reproduction (reduced size). The Comfort Chair is sold only through the trade. Write us at once to learn of our "Agency" plan.

HAGGARD & MARCUSSON CO.,
425 S Canal St., Chicago, U. S. A.

COMFORT SWINGCHAI R

JUST A MOMENT, PLEASE!

THE TALE OF A CRATE.



I am A crate—
An **ELDREDGE** crate.
I contain an **ELDREDGE,**
An **ELDREDGE** Sewing Machine.
It is the best Machine,
The best on **EARTH.**
There are **ONE MILLION** in use.
One **MILLION** discriminating people
NEVER have any "Machine troubles;"
They are satisfied, fully.
Satisfied people are the best
The best **ADVERTISEMENTS.**

They will advertise **YOU**, if you take the exclusive agency for "The Eldredge," **THE MACHINE** of **MERIT** (Rotary Vibrator Automatic). A postal card will bring me and "The Eldredge," on the first train, **ON STRICTLY APPROVAL TERMS.** You **TAKE NO RISK.**

(Signed) **A. CRATE,** Permanent address

NATIONAL SEWING MACHINE CO.
BUILDERS OF SUCCESSFUL SEWING MACHINES,
BELVIDERE, ILLS., U. S. A.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Appleton, Wis.—The Eagle Manufacturing Co. is a new concern, organized to manufacture all implements for the farm. Three brothers are at the head of the company, F. Saiberlich, as president; O. Saiberlich, vice-president, and E. W. Saiberlich, secretary and treasurer. At present there are twenty-five men employed, but within another year 100 men will be employed. The plant and machinery have cost nearly $30,000.

Baltimore, Md.—The business recently conducted by the late S. B. Sexton, Jr., has been incorporated under the name of the S. B. Sexton Stove & Manufacturing Co.

Brownwood, Texas.—The Hurlbut-Jackson Co. has been incorporated. Capital stock, $100,000. Purpose, manufacture of saddles, harness, implements and vehicles. Incorporators, B. E. Hurlbut, of Brownwood; Ed. S. Hughes, of Taylor County, and Felix Jackson, of El Paso.

Corsicana, Texas.—The Cleveland Tool Co. has been incorporated. Capital stock, $25,000. Incorporators: J. W. Sloan, of Corsicana; J. A. McVeigh, of Sour Lake, and J. F. Maxwell, of Beaumont.

Jackson, Mich.—The Fuel Protector Co. has been incorporated to manufacture and sell the Green Radiator and Fuel Economizer. The company is capitalized at $15,000. The stockholders are Daniel P. Sagendorph, Regnold F. Fennell, Charles M. Wise, Lawrence A. Welch, Detroit; Stephen A. Conlogue, Jackson; Joseph F. Conlogue, Detroit, and Jordan H. Green, Jackson.

Nashville, Tenn.—The firm of Smith, Herrin & Baird, which has been doing business in this city for a number of years, as manufacturers and jobbers of tinware and house furnishing goods, will incorporate on January 1, 1905, with the following men as incorporators: A. C. Smith, E. F. Baird, Hal Tubb, H. S. Hargis and H. S. Williamson, and with A. C. Smith as president; Hal Tubb, vice-president, and E. F. Baird, secretary and treasurer. The new concern will be known as the Smith, Herrin & Baird Mfg. Co., and will greatly increase its facilities for manufacturing. A. C. Smith and E. F. Baird have been connected with the old firm for the past fifteen years. Mr. Tubb has been successfully engaged in the mercantile business at Alexandria, Tenn., for the past eighteen years. H. S. Hargis, of Granville, Tenn., has been a representative of the old firm as traveling salesman for the past ten years. H. S. Williamson, of Celina, Tenn., has also had a number of years' experience in the same line. Both he and Mr. Hargis will continue to represent the new company in their respective territories. H. E. Herrin, who retires from the business on above date, will leave in a few weeks for Denver, Colo., which place he expects to make his future home.

Newburgh, N. Y.—The Staples Valve Co. has been incorporated with a capital of $150,000. The directors are J. A. Staples, C. H. Hanford and C. L. Waring, of Newburgh.

New York, N. Y.—The E. E. Meacham City Lock Co. has been incorporated. Capital, $250,000. Directors, E. E. Meacham, A. W. Otis and W. L. Otis, of New York City.

New York, N. Y.—The J. H. Cort & Son Co. has been incorporated; stoves. Capital, $10,000, and directors: John Van Orden, A. H. Bissell and J. M. Williams, of New York City.

New York, N. Y.—The New York House Furnishing Goods Co. has been incorporated. Capital, $25,000. Directors: T. L. Spiegelthal, N. O. Brown and A. J. Leslie, Brooklyn.

North Adams, Mass.—The Hamer Improved Washer Co. has been incorporated. Capital stock, $25,000. The company will manufacture washing machines, and also the improved axle nut invented by the late Harry R. Hamer.

Ottawa, Ill.—The New Idea Novelty Co. has been incorporated; manufacturing novelties. Capital, $10,000. Incorporators, George W. Stiles, Henry W. Johnson, George P. Hills.

Port Chester, N. Y.—The Globe Foundry Co. has been incorporated. Capital stock is $40,000. The directors for the first year are John F. Mills, Herman L. Marshall and Thomas Fitzgerald, of Port Chester, and James M. Heatherton and M. Sheldon Smith, of Brooklyn. The purpose for which the company is formed is for the manufacture and sale of all kinds of iron, steel, brass, wrought iron, galvanized and enameled manufactures, etc.

Puxico, Mo.—The Fulkerson Bros. Handle Co. has been incorporated. Capital, $10,000. Incorporators: J. M. Fulkerson, J. Fulkerson, W. A. Fulkerson, Nettie Fulkerson and L. H. Lucas.

Salem, Ind.—The J. and B. Octagon Fruit Jar Co. has been incorporated. Capital, $50,000. Incorporators: Effie G. Martin, Warren M. Martin, Walter S. Baker, Howard B. Newkirk, J. Henry Bell.

Southington, Conn.—The Elmohr Manufacturing Co. has been incorporated. The company will be capitalized at $10,000. The incorporators are Richard Elliott, Matthias Mohr, Mrs. Richard Elliott and Mrs. Minnie Mohr. Mr. Elliott has been elected president and treasurer, and Mr. Mohr, secretary. The company will continue for the present in its quarters on Bristol Street. It will manufacture mechanics' tools of all kinds and machinery, and later a more commodious factory will be used.

St. Louis, Mo.—E. C. Atkins & Co., of Indiana, has been incorporated under the laws of Missouri to manufacture Saws. Capital stock, $10,000.

St. Louis, Mo.—The Landay Steel Range Co. has been incorporated. Capital stock, $20,000. Incorporators: Joseph Landay, F. Edward Sudholt, Ben. F. Heyl.

Troy, N. Y.—The Jackson-Van Horn Manufacturing Co., of this city, has been granted articles of incorporation with a capital stock of $30,000. The works are located in the Schnell Building, on East Canal Street, and the company is manufacturing weather strips, wrenches, etc., the inventions of William Van Horn, of Piqua. The incorporators are Messrs. E. A. Jackson, T. B. Kyle, F. E. Scobey, A. F. Broomhall, William Van Horn and others.

Troy, N. Y.—The John Morrison Brush Co. has been incorporated. Capital, $30,500, and directors: John Morrison, David S. Saxe, Troy, and Hyman Gips, of Albany.

Washington, D. C.—The Offset Handle Wrench Co. has been incorporated. Capital stock, $50,000. Incorporators: H. Clay Campbell, Charles W. Embrey and Ralph E. Campbell.

Wilmington, Del.—The Stowe Manufacturing Co. has been incorporated for the manufacture of machinery, tools and engines of all kinds. The incorporators are people of Wilmington, and the capital stock is $25,000.

Changes.

Albany, N. Y.—The Empire Saw Co. and the Albany Saw Co., of this city, which were recently merged, have filed a certificate of consolidation. The directors are: A. H. Spierre, L. H. Burdick, Gaylord Logan.

Ashland, Ohio.—The Ashland Steel Range and Manufacturing Co. is branching out in a new direction. It is about to begin the manufacture of the malleable range in addition to the steel range.

Baltimore, Md.—W. H. Whiting & Co., dealers in and manufacturers of marine Hardware, will return to the corner of Pratt and South Streets, their former location, having leased a warehouse on Pratt Street adjoining the corner.

Berea, Ohio.—The firm name of the Berea Novelty Co. has been changed to that of The Raquette Manufacturing Co.

Chattanooga, Tenn.—The Frictionless Metal Co., a corporation, with capital and surplus amounting to $100,000, with headquarters at present at Richmond, Va., is making arrangements to remove headquarters to Chattanooga and erect here an entirely new plant, which will cost about $50,000.

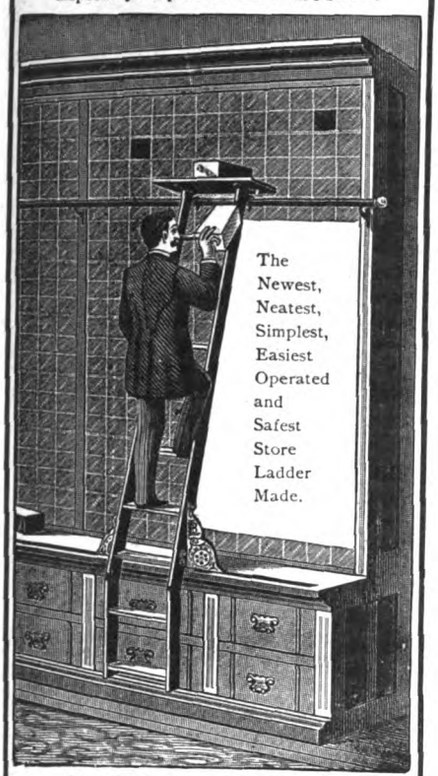
Collingwood, Ontario.—The big plant of the Imperial Steel & Wire Co. was put into commission on December 5. The plant is one of the most complete wire plants in America. Everything is of the most modern design, and every machine is of the most rapid type. The buildings are large and commodious. The floor space of each department is large enough to accommodate three times the present output. The daily capacity of the plant is fifty tons.

Cuba, N. Y.—A new building to be used as a dry kiln is being erected at the Foster Pulley Works. The building will be heated by steam and equipped with the best of everything necessary for quickly drying the lumber used in the manufacture of pulleys.

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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



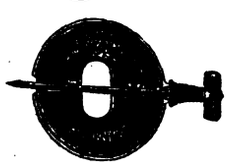


When a Young Man's in Love, That's His Business;
When He Marries the Girl, That's Their Business;
But When They Start Housekeeping,
That's Your Business.



YOU can supply them with the numerous necessary articles we manufacture for use in the kitchen and about the home, such as





Coffee Mills	Knife Sharpeners	Lamp & Shelf Brackets
Knife, Salt and Spice Boxes	Ice Picks and Shaves	Latches, Pulls and Bolts
Lemon Squeezers	Can Openers	Window Screen Frames
Mincing Knives	Kitchen Sets	Spring Hinges
Stove and Plate Lifters	Fruit Jar Wrenches	Carpet Beaters and Stretchers
Stove Pokers	Cake Turners	Tack Hammers & Claws
Mop Heads	Stove Pipe Dampers	
	Cork Pullers	

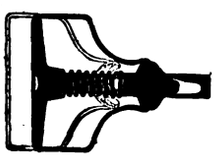




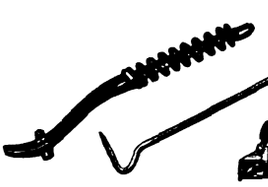
Our New Catalog

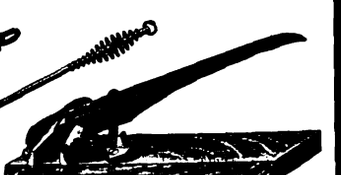
containing over 200 pages, profusely illustrated with cuts of the Hardware Specialties we manufacture, will be sent on request.

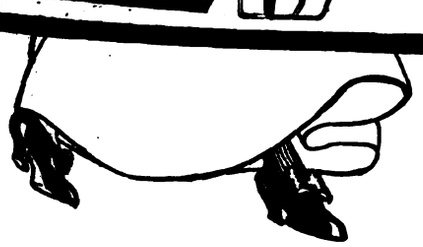












Arcade Mfg. Co.

Freeport, Ill.



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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Baltimore, Md.—George C. Sherick & Co. has been incorporated by Benjamin C. Nicoll, George C. Sherick, Charles C. Carver, John J. Gregg and I. S. Crevey. The capital stock is $1,000. Firearms, fishing tackle and sporting goods will be carried in stock.

Framingham, Mass.—The American Roller Bearing Co. has been incorporated, with $325,000 capital. President, William B. Lambert; treasurer and clerk, Frederick B. Hill.

Grand Rapids, Mich.—The W. B. Jarvis Co., dealers in sporting goods, has been incorporated, with a capital stock of $100,000. The officers are: Chairman, C. B. Kelsey; secretary, James Bayne; treasurer, C. F. Perkins; manager, W. B. Jarvis.

Hamilton, Ohio.—The Smyers Arms and Sporting Goods Co. is a new firm, located at 37 High street. They have installed a large stock of the best sporting goods.

Hartford, Conn.—The Empire Manufacturing Co. has been organized and incorporated to manufacture games and toys. The capital stock is $55,000, and the incorporators are L. S. Lewis, of Hartford; George B. Risley, of Rocky Hill, and C. J. Dorsey, of Baltimore.

Jersey City, N. J.—The W. J. Kells Mfg. Co. has been incorporated with a capital stock of $350,000. They are located at 130 Highland avenue. A. H. Timpson is president and W. J. Kells is vice-president.

Monticello, Ind.—The Tippecanoe Smokeless Powder Co. has been incorporated. The capital stock is $100,000. This company was organized to take over the business, patents and property of the Tipppecanoe Powder Co., recently incorporated under the laws of Washington. The new directors are James Mitchell, the inventor; J. Frank Belding, George F. Palmer, I. F. Palmer, A. A. Anheier, James Simons, Charles E. Newton, Alvin Witz and George Stephens.

New York, N. Y.—A new concern has been organized under the firm name of Lee & Underhill at 38 Warren street. Manufacturers of Hardware Specialties and Sporting Goods will be represented. Both of the parties, H. C. Lee and Gardiner F. Underhill, Jr., were formerly with the Bridgeport Gun Implement Co.

New York, N. Y.—The firm of Abercrombie & Fitch, 316 Broadway, has been incorporated under the name of The Abercrombie & Fitch Co. by D. T. Abercrombie, E. R. Fitch, C. E. Braine and William Kimber. Capital stock, $100,000.

Springfield, Mass.—Barney & Berry has been incorporated; skates. Capital, $75,000. Promoters, Everett H. Barney, W. P. Dodge, R. W. Ellis.

St. Louis, Mo.—The motor cycle business of the late Harry R. Geer has been incorporated as the Harry R. Geer Co.

St. Paul, Minn.—George E. Lennon has incorporated a company for the manufacture of recquets, balls and woodenware necessary for the new game of "richochet," and for the placing of the same on the market. The company will sail under the name of the Richochet Co., and is capitalized at $25,000. The men interested besides Mr. Lennon are Samuel E. Wharton and Thomas McDermott, both of St. Paul.

Toledo, Ohio.—Albert E. Olson, inventor, has decided to incorporate a company with $20,000 capital stock to handle the Olson bicycle saddle spring, the demand for which has exceeded the supply.

Troy, N. Y.—The Troy Automobile Exchange has been incorporated to buy and sell automobiles, bicycles and all kinds of road vehicles and make repairs. The capital stock is $5,000, and the directors for the first year are James Lucey, Victoria L. Lucey and Cornelius Lucey, all of Troy.

Whitehaven, Tenn.—The White Haven Gun Co., capital stock $6,000, has been incorporated by J. B. Hildebrand, J. W. Hale, W. B. Van Hook, J. H. Van Hook, C. B. Hildebrand, J. N. Beasley and E. W. Hale.

William Penn, Pa.—August Gross, gunsmith, has opened a shop in Lower William Penn, where first-class work only will be done.

Changes.

Buffalo, N. Y.—The Hartford Rubber Works Co. have moved the Buffalo branch from 22 W. Chippewa Street to 686 Main Street.

Canastota, N. Y.—H. D. Weed has changed his firm name to the Weed Chain Tire Grip Co. and moved to 28 Moore Street, New York City.

Chicago, Ill.—The firm of Arms & Co. have gone out of business.

Chicago, Ill.—The Hartford Rubber Works Co. has moved its Chicago branch from 136 E. Lake Street to 83 Michigan Avenue.

Chicago, Ill.—The Independent Cycle Manufacturing Co. have moved from 1600 Polk Street to 369 Jackson Block.

Christiansburg, Va.—The firm of Lester & Co., bicycle dealers, have closed out their stock.

Cleveland, Ohio.—W. N. Booth, a bicycle and automobile dealer at Wilson & Paynes Avenues, formed a partnership with E. Holmes, formerly engaged in the carriage business. The new company will handle the Pope cars, and is preparing for a large business.

Gilroy, Cal.—V. Reed Forsythe has disposed of his Bicycle business to J. W. Forsythe.

Kalamazoo, Mich.—The Kalamazoo Bicycle Co., formerly the property of G. R. Slover and F. G. Wilson, has been dissolved, G. R. Slover becoming sole proprietor.

Litchfield, Ill.—The firm of Wilson & Corzine, sporting goods dealers, has been dissolved, Perry Wilson retiring and W. T. Corzine continuing the business.

Los Angeles, Cal.—Fred. Pickles has sold his bicycle business to J. E. Livesey. Mr. Pickles will leave for the northern part of the State to remain.

Meridian, Miss.—E. H. Gast, the gunsmith, in Twenty-fifth avenue, has been succeeded by J. W. Rice.

New Haven, Conn.—The Winchester Repeating Arms Co. has purchased a plot of land adjoining its factory, which has a 150-foot frontage and a depth of 232 feet. This will enable the company to erect more buildings as its output increases.

New York, N. Y.—John Wanamaker will take up the sale of motor boats at both his New York and Philadelphia stores.

Opelousas, La.—G. W. Moriarty & Son have moved their stock of sporting goods to their new fireproof building, where they will carry a much larger stock of firearms, ammunition and general sporting goods than before the fire which destroyed their place of business last June. In addition to this they have decided to handle shelf and builders' Hardware.

Pittston, Pa.—E. C. Bechtold, North Main Street, sold out his bicycle business to Charles C. Garrison, Schnecetady, N. Y.

Spartanburg, S. C.—J. M. Young is succeeded in the bicycle business by John C. Goolett.

Springfield, Mass.—J. F. Burtee & Co., of 246 Main street, will dispose of their entire line of jewelry, etc., and will devote their entire attention in the future to the wholesale and retail business in Sporting Goods, etc.

Syracuse, Mass.—A. G. Spalding & Bros. opened a new branch store here on November 12. A large stock of general athletic goods will be carried regularly.

Toledo, Ohio.—The firm of Ray Samberg & Co. has changed its name and will in the future be known as The Toledo Sporting Goods Co.

Whitestone, N. Y.—Townsend & Co. have opened an addition to their store on Eighth Avenue, which will be used as a Bicycle Shop.

Worthington, Mass.—A new building is being erected for Kilbourn Bros., who are preparing to manufacture gun tubes for the trade.

MANUFACTURERS' RECORD

(Continued)

Somerville, N. J.—The real estate and plant of the New York Agricultural Works, including a large factory building in East Somerville, was sold at receivers' sale on December 8th to B. Lissberger & Co., metal manufacturers, of 738 East Fourteenth Street, New York, for $14.000.

Terryville, Conn.—The Bristol Specialty Co. will remove to this place and erect a one-story and basement brick building to be 140 feet by 32 feet and two small wings. Work on the building will commence at once and meanwhile the company is making preparations to put out a more extensive line of small wooden Hardware.

Toledo, Ohio.—The business and plant of the Wales Pulley Co., of Swanton, has been purchased by the Keasey Pulley Co., of this city. Both the Keasey and Wales pulleys will be manufactured. The Keasey Co. will operate the Swanton plant until the Toledo factory, which was destroyed by fire recently, can be rebuilt.

Toledo, Ohio.—The general offices of the Indiana Truck & Scale Co. have been removed to this city. They have been located up to this time in Bluffton, Ind., but it is probable that the entire plant will follow the general offices before long. V. N. Church will be secretary and treasurer of the company.

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THE NEW

"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK — STRONG — RELIABLE

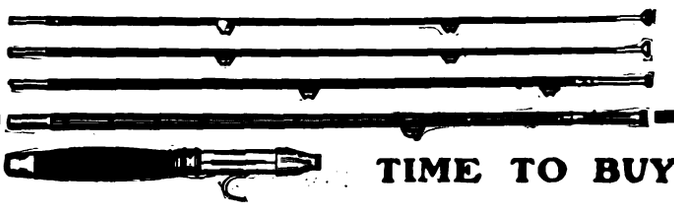
Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

BEST BAR PULLER MADE





TIME TO BUY

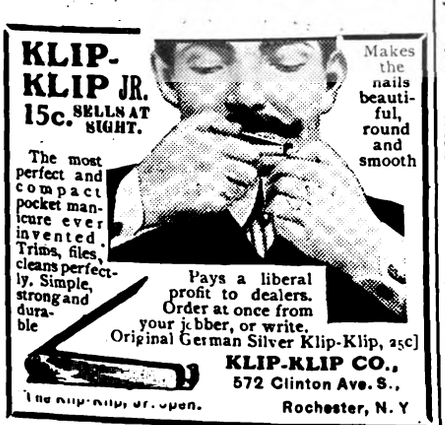
FISHING TACKLE

is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the dealer money.

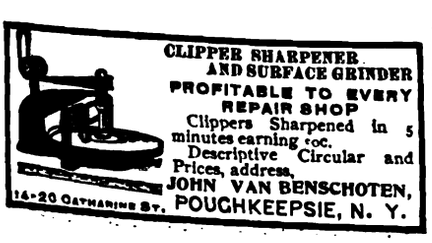
CATALOGUE FOR THE ASKING.

CLARK HORROCKS CO., Utica, N. Y.









Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co. New York, N. Y.

Salesman Wanted.

WANTED—Man to sell Cutlery on Commission to Retail Trade in States of New York and Pennsylvania. Must be familiar with the territory and have an established trade. "Has beens" save postage. Address "Cutlery," care of HARDWARE, New York.

WANTED at once; a thoroughly first-class specialty salesman to handle a high grade line of Kitchen Cutlery and Pruning Shears to the retail trade of New York State. Man to be A1 in every particular. In answering give references and advise how long you have traveled the territory. Address "J. B," care of "HARDWARE."

WANTED—Salesman acquainted among Hardware Dealers in the middle west to handle a well known special line, state experience, etc. Address Post Office Box No. 464, Rochester, N. Y.

WANTED—Salesmen to handle goods for an old established house through the States of Ohio, Indiana, Illinois, Iowa, Missouri, Kansas and South Dakota. Goods are sold to Hardware, General Stores, Harness and Implement houses. Address HARDWARE PUBLISHING CO., B. & S.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
309 Broadway, New York

SALESMAN WANTED:—Visiting Hardware Stores or Machine Shops to sel screw and bolt cases on commission. John N. Prothero, Dubois, Pa.

For Sale.

FOR SALE:—Hardware and Mill Supply Stock, amounting to about $4 000, located in the midst of fine manufacturing district and surrounded by good farming and dairy country. Parties have conducted business several years but wish to go into manufacturing business. Address T. J. R. care of HARDWARE.

FOR SALE—Hardware Store near Newark, N. J. Owner will dispose of same for $4,000 cash. Satisfactory reasons for disposing of business. Good opportunity for young man. Address H. H. Groshong, East Orange, N. J.

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GET OUR PRICES BEFORE ORDERING



Mention "Hardware."

WRITE FOR QUOTATIONS

Polygon Conductor Pipes Won't Burst.

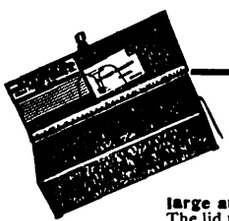
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



GOSHEN AND KELLY MAIL BOXES

Made of **Galvanized Steel** Every box provided with Hasp for Padlock. On the back is riveted a steel plate which fastens box to post or building. On the inside is a receptacle for outgoing mail. Our box is **large and commodious, admitting the largest magazines and newspapers.** The lid projects sufficiently to permit a gloved hand to grip it freely and open it, so that the **entire interior is readily exposed to view.** Each box is plainly lettered "U. S. MAIL," and stenciled "Approved by the Postmaster General." It is strictly **storm proof, safe and durable.**

We Help the Dealer.

KELLY FOUNDRY AND MACHINE CO. 113 Purl St., Goshen Ind.

Also manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low WagonWheels, Rural Mail Wagons, &c.



Federal Bench Punch

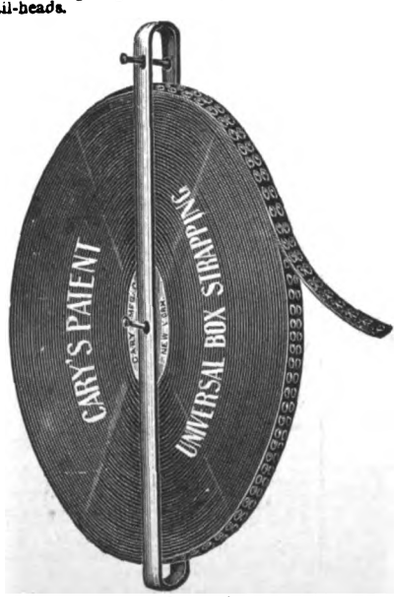


10 inches high, 10 inches long, Weighs 64 pounds
PUNCHES 5-16 inch hole in ⅜ in. Iron plate, 2½ in. from edge. Send for Circular.

Chandler & Parqubar Co.,
131 Congress Street,
Boston, U. S. A.

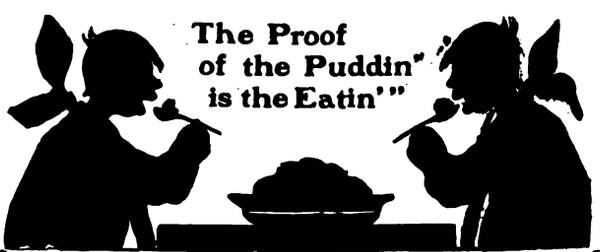
CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



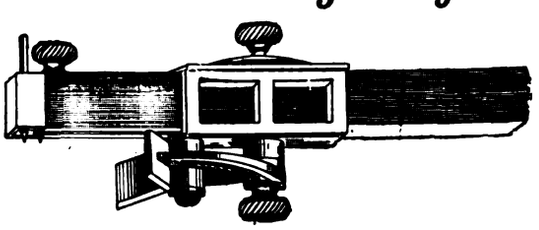
Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



It's the same exactly with

Winslow's Adjustable Face Marking Gauge



Try it once on any irregular surface: Loosen its thumb screws—adjust its face—the work is done.

Most any mechanic or wood worker will see the point—its advantage over others. It saves both time and money.

You could sell lots of them (at a good profit) if you displayed them.

Lets' have your trial order.

MOSSBERG WRENCH CO.,
Central Falls, R. I.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 24@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.65 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 ca', Rim, $2 75.....10&5%
B. B. Caps Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag 1.85
Buck 25-lb bag.....1.85
Chilled, 25-lb bag.....1.85
Dust Shot, 25 lb bag.....2.25

GUN WADS—Per 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10......70
B. E., 8......80
B. E., 7......80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools. Per doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: Per gro.
Invisible, No. 8.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8½c
Eagle Anvils, per lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car "
Machine Bits
} 40@40&10%
C. E. Jennings & Co.:
Double Spur pattern car, No. 20 40&7½&10%
Nobles Double Spur, No. 34.....55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&7½&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, per doz. $30.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond per doz. $1.25....40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....40&10%
Patent Peg.....50%
Sewing, Com.....33c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....50%
Socket Scratch per doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, per doz. $7.50; No. 20, per doz. $10.....60%
Brad Sets:
No 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad
Shingling and Claw
Lath, Hunters', etc.
} 50&5%
Picks and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
2 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " " .....2.75 "
50 " kegs.....5.00 "
100 " " .....9 00 "
200 " ¼ bbls.....
375 400 lb " .....
} .08½lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....75@80%
Tinned, each, $10.50.....85@80%

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....55@60%
Silver Chime.....33⅓@33⅓%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....40&40%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....75%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....90%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....35&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50.....50%
Seymour Smith & Sons.....35&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

Per Pound
Sisal.....10¼c
Standard.....10¼c
Standard Manila.....11½c
Manila.....12½c
Pure Manila.....13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, per doz. $15.00.....45@50%
Ives' per doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..per doz. $3.00.....33⅓%
Excelsior per doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity per gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Hart's' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves 70&10%
Iron Stranded, Lig Vitae Sheaves 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....75@70%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list 50&10@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Bolt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..80&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLOW—

Flow.....65&10%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.35, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		..% &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax		..40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,"....20&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&10&5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives':
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 108@114¼....50&10%
No. 208¼@214¼....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases....60&10%
Shelf, Plain, Regular list....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....83⅓&10

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s....80%
Reads 2½ in. net, per doz....$1.5
Sargent's....50%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White....30%
Plumbs....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....25%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96....20@30% &5%
CAST IRON—
Fast Joint, Broad....50@50&10%
Fast Joint, Narrow....50@50&10%
Loose Joint....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin....70@70&10%
Mayer's Hinges....70@70&10%
Parliament Butts....70@70&10%
WROUGHT STEEL—
Table and Back Flaps....75% } Extra 10% to 10&10
Narrow and Broad....75% } Extra 10% to 10&10
Inside Blind....75% } Extra 10% to 10&10
Loose Pin....75% } Extra 10% to 10&10
Loose Pin, Ball and Steeple Tip....80&20% } Extra 10% to 10&10
Japanned, Ball Tip Butts....70&10% } Extra 10% to 10&10
Bronzed Wrt. Nar. and Inside Blind Butts....55&10% } Extra 10% to 10&10

Calipers—
Bemis & Call;
Wing....60%
Double....65%
Inside and outside....65%
Straight Leg....65%
Call's Pattern, Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle....₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Jardine Scissors, Forged Steel....₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50....75&10%
Universal, ₩ dos., $2.00....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....45%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and HalterChains:
"American"....40@40&5%
"Niagara"....45@50&5%
"Eureka"....45@50&5%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain....
Covert Mfg. Co., Heel Chain....
Covert Mfg Co., Rein Chain....
Covert Mfg. Co., Stallion Chain.. } 40% & 2%
Galvanized Pump Chain....4¼@4¾c
German Coil, list July 24, '97....60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10& 0%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport, Trace chains....65%
Stake " 65%
Heel " 80%

COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....45%&2%
Hemp....45%&2%
Jute....50&5%
Sisal....35&5%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"....₩ dos., $6.00....80%
Bullard's....33⅓%
Cast Iron Steel Points....₩ dos....80c
Socket....₩ dos., $1.75@$2.00

Carpet Sweepers— ₩ dos.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel....$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	₩ doz.	₩ gro.
No. 12, Wire, Tinned	$0.85	$9.50
No. 11, Wire Coppered	1 10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70%@70&10
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70....16⅔&10%
Jennings & Griffin Mfg. Co....65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to $
C. E. Jennings & Co....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels....80&10%
Tanged Gouges....40&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%
COLD CHISELS—
Good quality, ₩ lb....13@16c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank....$3.25
Star Shank....4.00
Star Socket....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '96, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century....Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 7u & 10 @ 75%

Coffee Mills—
Box and Side....5&10@60%
Enterprise Mfg. Co....25&80
Lane Bro's Co....80%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....65%
Compasses, Calipers, Dividers. 7 @75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....30@20&5%
L. & I. J. White....20@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.50

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....33⅓
Dixons: ₩ gro.
Eclipse....7 in. $3.75 9 in. $4.50
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue $6.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co. Ideal,....30&10%
Perfect....40%
Rubber, ₩ doz. $7.50....20&10%
Southington Cutlery Co.'s....25&10%

Cutlery—
Fosters, Pocket....33⅓

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....30&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....33⅓@40%
Columbia....50&10%
Eclipse....60@60&10%
Home....50&10
Ogden's....33⅓@40%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Pullman, Perfect....30%
Pullman, Coil....30%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in. ₩ dos., net....$1.25
" " 48 in. " " ....$ 50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10%
Reliance Coil Springs....40&10%

Drain Cleaners—
Iwan's Adjustable....33⅓
Iwan's Stationary....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Standard Makes....70@70&10%
Adjustable Handle....25@25&10%
Bradley's....40&2%
Jennings & Griffin....65&2&10%
Watrous....12½&2&10%
L. & I. J. White....30&5&2%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'....60%
Breast, Goodell's....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench....30%
Hand, Goodell's....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co....
Enterprise Mfg. Co....

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Egg Beaters—

	₩dos.	₩gro.
Holt-Lyon Co :		
No 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Dos. $6.60.	1.15	13.00
No. 1, Tinned	1 40	16.80
No. B, Japanned, Hotel Size	1.85	22 00
No. 4, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

	₩gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	$6 50
No. 100 Improved Dover	$7 00
No 109 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No. 150 Imp'd Dover Hotel T'd	$17.00
No 200 Imp'd Dover Tumbler	$8 00
No. 202 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ₩ doz	2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"	$3 00
Popes	3.00
Wilkinson's	$3.00 net
Westerholm's	$3.95

Faucets—

Frary's Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 50%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ dos. $36.00 ..... 40%
Lanes ..... $40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
McClellan ..... 75&5%
Nicholson ..... 75&5%
Nicholson's X. F. Files ..... 60@60&10%
Royal ..... 60@60&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acora 50%
Pulper's Natural Stone ..... $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops :

Level Winding Jeweled Reel, ₩ dos.	$78 00
Level Winding Steel Pivot Reel ₩ dos.	$66.00
Auto Even Spooler ₩ doz.	30.00
Gun Cleaner ₩ dos.	4.20
Lightening Fish Scaler ₩ dos.	3.00
Fish Hook Shield ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%

Fruit, Wine and Jelly Presses.

Enterprise ..... 20@25%

Fry Pans—

Standard List

No	0	1	2	3	4
₩ doz.	$3.00	$3.75	$4.25	$4.75	$5.25
No	5	6	7	8	
₩ doz	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@5&10&10%
Stanley's ..... 20@30&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Moree's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martine ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@30%

Graphite, Lubricating.

Dixon's Pure Flake

632- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	13 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₩ dos. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 50&5%
Sisal Rope ..... 35&5%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail 50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75 ..... 40&10%
H. & B., Tack ..... ₩ dos. net $2.50
Maydole's ..... 33⅓&5&10&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... ⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb ....
3 to 5 lb 40c lb ....
Over 5 lb 30c lb .... } ..... 75@75&10%
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ dos., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 8 2½ 40%
Axe, Pick, etc ..... 50@5 &10
Bliss Mfg. Co.

Chisel ....
Brad Awl ....
File .... } 25@33⅓
Auger ....
Soldering Iron ....

Brad Awl ..... ₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.35@2.75
Hammer, Hatchet 50%
Hoe, Rake and Fork ..... 50&10
Roll s Hdw. Co. Hafts $9.00 ... 40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1 50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40&5%
Shovel and Spade, Long Handles 50&5%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Chicago Spring Butt Co.:
Friction 25%
Oscillating 25%
Big Twin 25%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane s :
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos 11, 12 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18 00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50& 0%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.

Pullman's ..... ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's :
Standard ..... net, $3.35
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B 438, 40 drawers, no partitions, run. ft., $3 60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each 15.40
No 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1703, with two adjustable center shelves, run. ft., $3 75; net each 22.92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft., $2.71; net each 23 57
No 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No 1772 8 nail spaces and 8 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz 50%
Wrought ..... 85&10@90%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Tools—

F. E Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7 00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.02
Double Rail Steel Track, complete with clamps	₩ ft.
Single Rail Steel Track complete with clamps	₩ ft. .20
D. H. Fork Steel Regular	each, 1.60
Nellis Fork	each, 2.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.50
Walker Fork, each	2.50
Common 6 in. Wood Sheave Pulley, Fig. 443	₩ doz. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 435	₩ dos. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 485	₩ doz 3.50
Malleable Frame K. P. Pulleys, Fig. 476	₩ doz. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434	₩ doz. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565, ₩ doz	3.50
Floor Pulley, Wood Sheave, Fig. 486	₩ doz. 4.50
Hanging Hooks for Double Steel Track	₩ dos. 1.40
Hanging Hooks for Single Steel Track	₩ doz. 1.40
Hanging Hooks for Wood Track, 10 in	₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in	₩ doz. 1.80
Floor Hooks ¾ in	₩ doz. 1.40
Malleable Rafter Brackets, ₩ dos.	.70
Wrought Rafter Brackets ₩ dos	.70
Rope Hitch	₩ dos. 3 20

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net $10.00
Kohlers, Hay, Sickle edge per doz net $10
Auburn Straw ..... 40&10%
Weymouth, Pat ..... 65&5%
Wadsworth's ..... 40&

Hedge Trimmers—

Wadsworths:
No. 1, per dos. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb. 3½c. / 14 to 20 in., ₩ lb, 3½c. / 22 to 36 in., ₩ lb, 3c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	60&5%
Heavy Strap Hinges	60&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	70&5%
Extra Heavy T Hinges	60&20%
Hinge Hasps	70%
Corrugated Heavy Strap	60&20&10%
Corrugated Ex. Heavy T	60&20%

Extra @ 10&10%

SPRING HINGES—

Bommer Brothers. Bommer Spring Hinges	40%
Bommer B. B Floor Hinges	40%
Bardsley's Patent Ch'cking	15%
Chicago Spring Butt Co.: Chicago Spring Butts	25%
Triple End Spring Butts	50%
Chicago Ball Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	2 %
Chicago Saloon Door Hinge	2 %
Niles Manuf'g Co	80%

GATE HINGES—

Clark's, Nos. 1, 2, 3	50&10@60&10%
N. E. ₩ doz $7 80	60%
N. E. Reversible ₩ doz. $5.60	60%
N. Y. State, ₩ doz. $4.90	60%
Western, ₩ doz. $4.20	60%

BLIND HINGES—

Parker	70&10%
Sargent's, Nos. 1, 2, 3, 11, 13	70&10%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₩ dos. sets	30&10%

Hitching Cords—

Covert Mfg. Co ..... 15% &2%
" " " 35%
Hitchers Stall 35%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&20%
Blue and White Ware	60&15%
All White Ware	50&20%

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....65%
Unground 70%
Country ware....per 100 lbs, net $3 50

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's..... 33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier ... .60%@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@50&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... ₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Hamason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases ...70%
Ten case lots ..... 70&10%
Crescent, Coat and Hat,.....50&10@50%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Calling, Gem..... 60&10%

MISCELLANEOUS—
Belt.....80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks....85%
Grass, Wadsworth's 60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						12c.
Northwestern	23c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
Vulcan	23c	21c	20c	19c	18c	25&10%
Western						9c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....50& 5%
Sisal.....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"..... 50&5%
Niagara..... 60&5%
N. J. Car Spring & Rubber Co.:
Extra Para..... 40&10%
Reliable..... 50&10%
Staple..... 60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&50%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown .....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's 50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ doz. $6.00..25@30%
No. 84. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%
Spun Brass, plated inside with White Metal..... ....10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives..... ...25%
Shoe Knives 25%
Cronk's Chopping..... ..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c.....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones .....$2 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr. .....$1.15@1.25
Door Mineral..... ..... 65@70c
Door Por. Jap'd..... 70@75c
Door Por. Nickel .....$2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Style M, S. C. K., T. .....70&10%
Style A. (all steel).....60&10%
Style F, Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list .....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise .....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy..... ....net, per dozen $7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ....$35.00

Leaders, Cattle—
Covert Mfg. Co. 35%

Leads—
Covert Mfg. Co.
Cotton..... 45% & 2%
Hemp..... .....45% & 2%
Jute ....50&5%
Sisal..... .....35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... ..5¾@6c
Block Tin Pipe.....28@37½%
Lead Pipe, full lengths..... .....5to5¼
Lead Pipe, Tin Lined.... .....12½c
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40 .....20%
Bouchkies, Straight Flush, ₩ doz. $9.60
Jennings' Star .....₩ doz. $1.90@2.00
Little Giant. ..... 50@50&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc. Lined, Wood..... ₩ doz $1 25
Wood, Common. ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's.....50@50&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon .....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 .....40%
12 in. $27.00..... .....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00
No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross..... .....20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 .20%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4..... 40%

Loaded Shells—
See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co..... 40%
Reading Hardware Co.....50%
Sargent & Co .... 40&10%

CABINET—
Eagle Lock Co..... . ....33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co 40%
Brown's Brass.....40%
Brown's Chain..... .....40%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... .....20%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&30%
Lignumvitæ.....45@35&30%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓%

Mattocks—
Cronk's Garden..... .....33⅓%
Regular Goods..... 70%@70&10%

Meat Cutters—
American..... .....30%

Nos...	1	2	3	4	5	5
Each	$5	$7	$10	$25	$30	$40

Dixon's.....₩ doz. 30&10@40%

Nos.....	1	2	3	4
	$14	$17	$19	$20

Enterprise ....25@25&7½%

Nos....	5	10	12	20	22	32
Each	$2	$3	$2.75	$6	$4 50	$6

Little Giant.....33⅓@40

Nos...	305	310	312	320	332
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz .....30&10@40%

Nos.....	100	150
	$15	$18

Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmic.....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ doz. $4.00.40
Sargent's.....60@60&10

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30 .....40%

Motors—

COFFEE MILL—
Specialty Novelty Co.....: each $3.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Am'n list, July, 1899 ..... 90,90&10%

PICTURE—
Niles' Patent 40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ..... ₩ doz. net $7.20
Black Hawk, ₩ doz $9.00
Cyclops.....40&10%@60%
Cronk's .....₩ doz. net $12.00
Eureka, No. 74..... doz. net $6.50
Eureka, No. 75..... doz. net 8.00
Giant, No. 1, ₩ doz. $18.00, No. 1½ $16.50; No. 2, $15.00 .....20&10%
Lightning. .....₩ doz. $18.00, 33⅓
Morris, No. 1, List $30 00. .....50%
National.....₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@50&10%
Rollis Hdw. Co. No. 1 18.00.....50&10%

Nail Sets

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25
Snell's:	
Octagon .....₩ gr...	$5 00
Corrugated	6.75
Knurled.....	6.75@7 50

Nippers—
Acme 80%
Smith's Cutting ... .80%
Todd's Cutting 80%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated..... $0.00..20%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$5.10
Hexagon, Plain 5.00
Square, C. T. & R.....5.00
Hexagon, C. T. & R.....6.00
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank. 5.00
Hexagon, Blank.....6.00
Square Tapped.....5.00
Hexagon, Tapped 6.00

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 43c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels....₩ gal. 55c
Lard, Prime City ....₩ gal.....55@60c
Lard Extra, No. 1..... 49@51
Lard, No. 2..... 39@40

Oilers—
Brass and Copper, ... 80&10
Tin or Steel ..... 60&10
Cushman & Denison's: ₩ doz.
Gem .....$ .80
Leader..... .60
Perfect Oilers..... ..... 1.00
Star Pocket Oilers ..... .75
"Paragon," Brass ..... 45@50%
"Paragon," Zinc..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70@70&10%
Zinc and Tin .....40@60&10%
American Tube & Stamping Co.,
Spring Bottom Cans..... 70@70&10%
Railroad Oilers, etc..... 60@60&10%

Oil Stones, etc.—

AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10c " "
Queer Creek Axe ....20c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... .....70c " "
Washita Pen Knife Pieces 70c " "
No. 1 Hard Arkansas Stone 3 to 5¼ inch long....$2.80 " "
No. 1 Hard Arkansas Stone 5¼ to 8 inch long....$3.50 " "
No. 1 Soft Arkansas Stone 3 to 5¼ inch long....$1.50 " "
No. 1 Soft Arkansas Stone 5¼ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips..... $2.50 " "
Hard Arkansas Round Edge Slips ..... $4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Quaker Creek Oilstones, (20c ₱ lb
Chocolate " (50c " "
Regular Hindostan (3c " "
Small Hindostan (10c " "
} 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red..... 50&10%
Pure Packing "Excelsior" 60%
Extra 60%

MISCELLANEOUS— ₱ lb
American Packing ..... 8c@10c
Cotton Packing ..... 10c@25c
Italian Packing ..... 10½c@12c
Jute ..... 4½c@6½c
Russian Packing ..... 9c@13c

Padlocks—
See Locks.

Parers—

APPLE— ₱ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7 50
Ideal, 1896 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1896 ..... 6.75
White Mountain 6.00

POTATO— ₱ doz.
Saratoga $7 00
White Mountain 6.00

Pencils

Dixon's: ₱ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6 87
Colored Lumber 9.00
Black Artists 9 37
Colored ..... $4.33@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb 21, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

IRON PLANES—
C. E Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%

PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
k & Carrier:
Pliers
N. 1 ..... 60&10%
20 ..... net, $9.00
40 ..... 75%
50 ..... 60%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting 95%

Plow Bolts—
See Bolts.

Plumb Bobs—
Keuffel & Esser Co 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10@33⅓&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₱ doz ..... $ .80
₱ gross ..... 4 ⁰⁰
½ lb. boxes, ₱ doz 1 25
1 lb. boxes, ₱ doz 2.25
U.S. Liquid, 8-oz cans, ₱ doz 1 25
gross 12.00
Barkeeper's Friend Metal Polish, ₱ doz 1.75
₱ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₱ lb 10c
Black Eagle, Liquid, ½ pt cans, ₱ doz. 75c
Black Jack Paste, ¾ lb. cans ₱ gro. $9.00
Black Kid Paste, 5 lb can, each ..$ 0.65
Ladd's Black Beauty gro $10.00, .80%
Joseph Dixon's ..... ₱ gro. $5.75, 10%
Dixon's Plumbago ..... ₱ lb 8c
Fireside ..... ₱ gro. $2 50
Gem ..... ₱ gro. 4 50, 10%
Japanese ..... ₱ gro $3.50
Jet Black ..... ₱ gro $3.50
Peerless Iron Enamel, 10 oz cans ₱ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ½ lb box .... ₱ doz $1.00
Black Silk, 5 oz box, ... ₱ doz $0.75
Black Silk, ½ pt. liq .... ₱ doz $1.00

Poppers, Corn—
Square, ... ₱ doz. ₱ gro
1 qt ..... $ 9 00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₱ dos.
Disston's Samson Digger $34.00, 25%
Kohlers:
Little Giant ..... per doz., net $12.00
Hercules ..... " " 9 50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 13 00
New Champion .... " " 5.50
Rival ..... " " 7 50
Ryan's ..... ₱ dos. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₱ doz. net, $8 25
Sp it Handle ..... " " 7.50
Vaughan's, 4 to 9 in., ₱ doz. net ..$5.00

Post Hole Diggers—
Iwans. ₱ doz.
Split Handle, ... net $5.00
Perfection ..... " $5.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₱ doz net $6 50
Atlas Pattern ..... ₱ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2½
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ₱ doz., $18 00, 25@35&10%
Disston's Pruning Hook, ₱ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P. S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye ₱ doz., 4-inch, $3 75; 6-inch, $5.00 ..... 55%
Hay Fork, Hartz, 4¼-inch, ₱ doz., $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5 70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti Friction, 5-in. Wheel, ₱ doz., $12 00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Dairy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 226, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 236, 3½ in. Shallow Well Pump 15.00
No 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 321, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 323, 3 in. Deep Well Pump 17.00
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 59, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 102, Fig. 446, 3 inch Lift Pump 9.00
No. 103, Fig. 446, 3½ in. Lift Pump 11.00
No. 143, Fig. 510, 3 in. Lift Pump $7.00
No. 151, Fig. 510, 3½ in. Lift Pump 8.50
No. 285, Fig. 389, Windmill Pump 12.50
No 285, Fig. 403, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 38.00
No. 302, Fig. 477, Spray Pump, complete 11.50
No. 380, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 364, Fig. 518, Low Down Tank Force Pump ..... net, 5.00
No. 350, Fig. 494, Bucket Spray Pump ..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—

Barn Door, Light, In.	½	⅝	¾
₱ 100 feet	$1.40	1.55	1.80

Barn Door, "None Better" No. 1, ₱ foot 3¾c
Barn Door, "None Better" No. 2, ₱ foot 4c
B. D. for N. E. Hangers:
Angular, ₱ foot, 6c 70%
Double Flange ₱ foot, 8c 70%
Carrier Steel Rail, ₱ foot 4½c
Cronk's: ₱ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in ..... net, $3.00
O N. T. 1½ in ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₱ foot 6½c
Sliding Door, Steel, Brass Plated, ₱ foot 3½c
Sliding Door, Wrought Brass, 1½ in., ₱ lb. 35c ..... 2½@30%
Victor Track Rail, 7c ₱ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 50%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:

	Net
Lawn Queen	20, $3 45
" "	24, 3.60
Jumbo Lawn	36, 5.25
Paragon (Wood Head)	2.75
Steel, Garden, 10th	2.21
" " 12th	2 40
" " 14th	2.64
" " 16th	2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ...
Bronzed Finishes ..
Electro-Plated ....
Nickel Plated ....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops':
Small Bore Rifle Cleaner ₱ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 70

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₱ doz. 1.00 .60 .75 .75 .90 cts

Rope—
Cotton Rope: ₱ lb
Best ¼ inch and larger ... 15½@16c
Medium ..... 14½@15c
⅛ in. and larger 12c
Common ..... 10½@11c
Jute Rope:
A grade 6c
C grade 5½c
Manila:
7 16 in. and larger 11½c
⅝ in 12c
¼ and 5-16 in 12½c
Steel:
7-16 in. and larger ..... 7½@9c
⅜ in ..... 8@9½c
¼ and 5-16 in ..... 8 ½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10&60&10&10%
Ivory ..... 35&10@35&10&10%
Keuffel & Esser Co.:
Folding, Wood ..... 35&10%
" Steel ..... 33⅓&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's. 50&10@50&10&10%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing 50%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ..₱ 100 lbs $9.75
Bronze Finished in Cases" .. 8 15
Aluminum Finish " " " 2 95
Full Nickel " " " 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—

	List.
Baeder, Adamson & Co.'s:	
Emery Cloth	50&10@60%
Garnet Paper	25%
Flint and Emery Paper ...	50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₱ lb 16@18c
Cable Laid Russia ..... ₱ lb 13c
Common India ..... ₱ lb 10@10½c
Patent Russia ..... ₱ lb 14c
Patent Indie ..... ₱ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₱ lb 40c
A Quality, White ..... ₱ lb 35c
B Quality, Drab ..... ₱ lb 35c
B Quality, White ..... ₱ lb 30c

Sash Fasteners.
Ives "Crescent" 60%
Imperial 33⅓%
Sash Rollers 70%
Ives Cement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 55%
Cast Metal 62½%
Window Ventilating Lock 60%
Paveon's Signal 30%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory $22.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 9
Band ½ to 3-16 in. Wide 1

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%

Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%

Diston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 78, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%

C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%

Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%

Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%

Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%

Diamond Saw and Stamping Works:
Sterling Back Saw Blades.....25%
Sterling Back Saw Frames.....20%

Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Back Saw Frames.....30%

Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10

Star, Saws and Blades.....25%

Saw Filer—
Diston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—
C. E. Jennings & Co.....30%
Richardson's Wood.....net

Saw Sets—
Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00

Diston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....30%

Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 6.00

Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%

Richardson's.....35%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive...$18.00 ₩ doz. 60%

Scales—
Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%

Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.30
Pelouze.....50%

Scale Beams—
Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.0 @4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—
Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—
DOOR—
Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛ in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—
Porter Screen Mfg. Co.....60@60&5%

Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—
Wood's Screw Drivers.....35&10&5%
Other Screws.....30%

Screw-Driver Bits.....27½%
Champion.....40%
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01.....₩ doz. $6.00 net
Electric Spiral No. 02.....₩ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12. 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@30&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....35%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—
WOOD SCREWS—
List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—
List, January 1, 1896.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—
G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—
Bench, Iron, ₩ dos., 1 in., $3.00; 1⅛, $3.50; 1¼, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—
Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.
Wadsworth's:
Natural Finish, Grass..
Polished Blade, Grass
Painted or Bronzed, Grass..... 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.
3-Coat.....$10.00 ₩ gro. 40%
4- " .....$12.00 " "

Scythe Stones.
No 1 Indian Pond....$7.00 ₩ gro.
No 2 " " .... 4.50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " "

Seeders—
Raisin, Enterprise.....35@30%

Shears—
Acme (Cast).....40@40&5%
Zinc, Steel Japanned.....30&20%
Zinc, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%

Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—
Wm. Wilkinson & Sons.....50%

Sheaves—
SLIDING DOOR—
Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—
Sargent's list.....70%

Shells—
See Ammunition.

Ship Tools.
L. & I. J. White.....25%

Shot—
See Ammunition.

Shovels and Spades—
Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—
Ives'.....45%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—
Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—
Plumbs.....30%

Slaw and Kraut Cutters—
Diston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 36x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....35@30%
Enterprise Mfg. Co.....35@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$20.00
2 Knives.....₩ gro. 23.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....35%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.—
Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45&5%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—
National Snath Co:.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—
Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—
L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1½—
₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25

Rogers, Smith & Co.....3.25
Rogers & Hamilton.....3.25
Holmes & Edwards.....3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre.....40&10%
Nickel Plated. New List Jan. 5, 1900.....20&10&10%
Steel and Iron.....10&10&10%

Staples—
Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—
Same price as Barb Wire. See Trade Report.

Stay Rollers—
Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—
Chatillon's "Dicks".....30%

Stocks and Dies.
BICYCLE—
Holroyd & Co.....40&10%

BLACKSMITH'S—
Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....50.10&5%
Holroyd's S'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—
Holroyd & Co.....80&10@80&10&5

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Store Ladders—
Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.
List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&10%
Carpet Tacks:
American, Blued.....90&10&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.....90&10&5%
S. S.....90&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&15&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&15&5%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....90&10%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&20&10%
Trunk and Clout Nails:
Steel, Black.....80&5%
Steel, Tinned.....80&5%
Upholsterers's Tacks:
S. S.....90&10%

MISCELLANEOUS—
Double Point, in dozens.....90&5 tens
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&10&5%
Shade, in bulk.....80%

Tack Pullers
Columbia, No. 1, ₩ doz., net.....$2.00
Columbia, No. 2, ₩ doz., net.....1.00
Little Jack.....₩ doz.....1.0

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@35&10%
Star Steel.....40@10&10%
Steel.....25&5@35%
Chestermans.....25@25&5%
Kaufel & Esser Co.:
"Favorite" As-Skin.....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@50%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....30&20%
Pipe, 2 to 3 in.....30&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 30&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....35@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100. net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12.00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 5½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00

Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mal. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@30%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10&85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....30&10%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....30%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@.0&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 42c
Linseed, City, Boiled, in barrels, ℔ gal. 44c
Out of Town on Spot.....℔ gal. 41c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....58@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $19.00@$21.00
Barytes, American Floated, ℔ ton, $19.00@$20.00
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6½c
White Lead, Eng., in Oil..℔ lb. 8¼@9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....1¾@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	℔ lb	
Blue, Chinese	.30	@35 c
Blue, Prussian	.28	@30 c
Blue, Ultramarine	.b	@20 c
Sienna, Italian, burnt & powdered	.4½	@10 c
Sienna, Italian, raw & powdered	.3½	@ 7½c
Umber, Turkey, burnt	.3½	@ 5½c
Umber, Turkey, raw	.3½	@ 5½c
Green, Chrome, Ordinary	.5	@ 7 c
Green, Paris, in kegs	.12½	@14½c
Indian Red, American	.8	@ 8½c
Indian Red, English	.4½	@ 5½c

Colors in Oil—

Black Lampblack, best	.13	@15
Black Lampblack, common	.8	@10 c
Blue, Chinese	.35	@40 c
Blue, Prussian	.28	@35 c
Blue, Ultramarine	.14	@18 c
Sienna, burnt	.11	@18 c
Sienna, raw	.11	@18 c
Umber, burnt	.11	@18 c
Umber, raw	.10	@18 c
Brown, Vandyke	.10	@18c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

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STOWELL MANUFACTURING CO.,

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John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.

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Goodell Company, Antrim, N. H.

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Chandler & Farquhar, Boston

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Sargent & Co., New York.

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Stowell Mfg. Co., Jersey City, N. J.

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Russell Jennings Mfg. Co., Deep River, Conn.
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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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American Fork and Hoe Co., Cleveland, O.
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Sargent & Co., New York.

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Chandler & Farquhar, Boston.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Chandler & Farquhar, Boston.

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J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
ville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, Ohio, Ct.

Frame Pulleys.
Sargent & Co., New York.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Adjustable Face Marking
Mossberg Wrench Co., Central Falls, R. I.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass

Glass Water Coolers.
Mississippi Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Wachter Mfg. Co., Baltimore, Md.

Grain Cradles.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva. O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Grates.
Blacklock Foundry, South Pittsburgh, Tenn.

Grinders (Surface)
John Van Benschoten, Poughkeepsie N. Y.

Gummers, Saw.
Henry Disstons Sons, Phila., Pa.

Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.
Chandler & Farquhar, Boston

Gutters, Rod.
J. Stevens Arms & Tool Co.,

Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co., Reading, Pa.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wis
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing.
Frank Miller Co., New York, N. Y.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.

Header Forks.
Geneva Tool Co., Geneva, O.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Burwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

Iron and Steel Sheets.
American Sheet and Tin Plate Co. Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Chas. Weiland, New York.

Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike, N. H.

Ladders.
Berger Bros. Co., Philadelphia.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
Burwood Mfg Co., Bridgeport, Conn.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Lawn Fences.
W. J. Adam, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.

Lawn Rakes.
Geneva Tool Co., Geneva, O.

Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

Locks and Knobs.
Brass Goods Mfg. Co., Brooklyn, N.Y.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
C. G. Folsom South Bend Ind.
Vermont Slate Co., Zanesville, Ohio.
Kelly Foundry & Machine Co., Goshen, Ind
Smith Bros. Mfg. Co., Indianapolis, Ind.
Blick, Williams Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O.
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co , New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co , New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mortar Hoes.
William Dobson, Canastota, N. Y.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam. Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind and New York

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Radiator (Perfection)
Bennett & Mason Co. Rochester, N.Y.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Reel, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Ranges (Steel)
C. G Folsom Mfg. Co., South Bend, Ind.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co , Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Balances, (Spring).
Pullman Mfg. Co , Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co , New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments.
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.

Saw Tools.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co , Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.,

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.
The Ducharmes Co., Shelburne Falls Mass.
Hurwood Mfg. Co , Bridgeport, Conn.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

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Scythe Rifles.
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scyth Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Separators (Cream)
Smith Bros. Mfg. Co., Indianapolis, Ind.

Sewing Machines.
National Sewing Machine Co. Belvidere, Ill.
New Home Sewing Machine Co. Orange, Mass., and New York City

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools.
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
John C. Kupferle, St, Louis, Mo.

Shoe Polishes.
C. L. Hawthaway & Sons, Inc., Boston, Mass.

Shoe Repair Tools.
John C. Kupferle, St. Louis, Mo.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spray Pumps.
The Deming Co., Salem, Ohio.

Springs, Wire.
John Chatillon & Sons, New York.

Spring Balances.
John Chatillon & Sons, New York.

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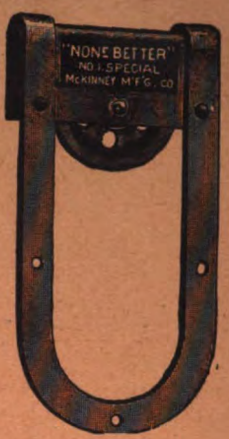
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139 GREENWICH STREET,
NEW YORK.

STEEL WIRE NAILS.
Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.
Wire Straightened and Cut to Length

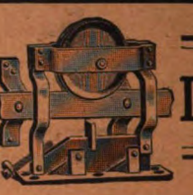


No. 32 TORCH.
$3.00 Net.

"WHY IS IT
that Jones is so successful? He seems to be busy all the time but never too busy to promptly serve his patrons. I understand Smith who used to be one of your best customers now patronizes Jones. What was the trouble?" "Well, you see, their water pipes froze up and I could not get to him quickly enough. The fact is I should have had more torches on hand, but I put it off until too late." "So that is the reason is it? No wonder Jones prospers."

The **No. 32** is the best quart combination torch on earth. Jobbers sell at factory price, or we will ship by paid express upon receipt of $3.50." Your money back if it does not please."

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U. S. A.


LANE'S
Ball-Bearing
PARLOR DOOR
Hanger

Send for Catalogue.
LANE BROS. CO.,
429-461 Prospect St.,
POUGHKEEPSIE, N. Y.



NOTHING BETTER
NILES
SPRING HINGE AND PIVOT.
WRITE FOR PRICES.
NILES MFG. CO.,
14-16 N. Canal St.,
CHICAGO.

MAYER & COMPANY
MANUFACTURERS OF
WE USE THE BEST STEEL. HAVE THE BEST METHODS OF TEMPERING AND PAY THE HIGHEST WAGES.
DO NOT BE DECEIVED
MAYER & CO GOLD MEDAL
GOLD MEDAL FILES
BEST ON EARTH
NOT IN THE TRUST
PHILADELPHIA, PA. U.S.A.



THE PAINT THAT WON'T COME OFF.
We Guarantee it to wear well at least Five Years.

On a 50-gal. Assortment
Consisting of { 20 1-gal. Cans and 6 5-gal. Cans
we will make you a **special discount** and **allow freight.**

On a 100-gal. Assortment
Consisting of { 20 1-gal. Cans and 16 5-gal. Cans
we will make you an **extra discount** and **allow freight.**

We make a straight price for these assortments. You do not have to buy more than these amounts in order to get the price. If you are interested in getting the best **BARN PAINT** on the market, and the best advertised, at an extremely low price, write to us for our proposition.

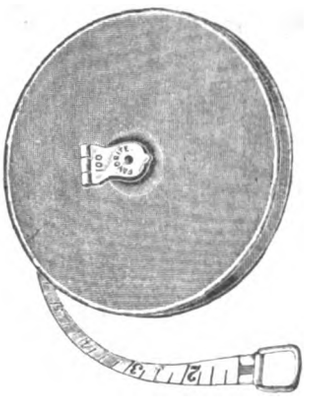
GEO. W. PITKIN CO., PAINT AND COLOR MAKERS CHICAGO.

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KEUFFEL & ESSER CO.

127 FULTON STR., NEW YORK.

BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

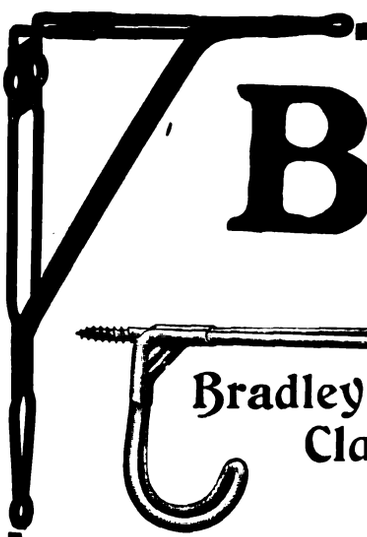
We are the Largest Manufacturers in the World of all kinds of : : **FORKS, HOES, HOOKS, RAKES and HAND AGRICULTURAL TOOLS.**

Our Standard Brands are:

ASHTABULA,	GENEVA,	WITHINGTON & COOLEY,	FORT MADISON,
OTSEGO,	BOLLES,	HARRIMAN,	PHILADELPHIA,
UTICA,	ELY,	BATCHELLER,	COLUMBUS.

The above brands always denote the highest point of excellence in quality that can be produced with the best of material and men who have had a life-long training in the work, and they are only used on our high grade goods. There is none better—few, if any, as good. When you buy any of the above brands you always know that you are getting quality. *Write us for our new Catalog "C."*

AMERICAN FORK & HOE COMPANY, Cleveland, Ohio.



Bradley SHELF Bracket

and

Bradley "Metal" Clasp Hook

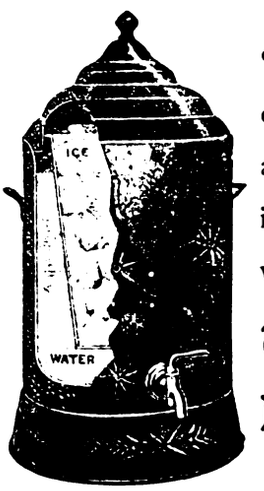
Are our two specialties, as yet unsurpassed as profitable Sellers

Better Goods than these cannot be secured anywhere for the same money.

Order direct or through your Jobber.

Atlas Mfg. Co.

New Haven, Conn.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

BRANCH OFFICES:

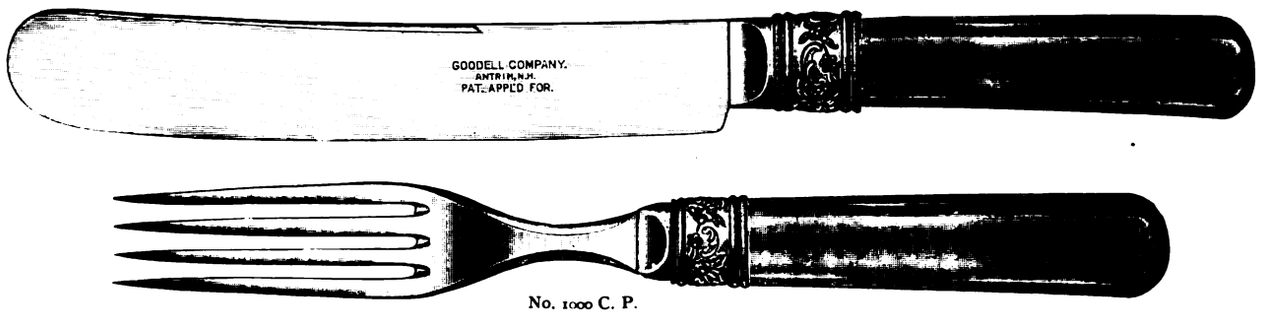
18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
34 Stewart Street, - - San Francisco.

Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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GLASS HANDLE TABLE KNIVES AND FORKS.



No. 1000 C. P.

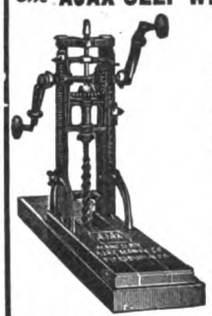
WE call them VITRICENE handles. Beautiful? Yes, beyond comparison. Durable? Nothing but iron or steel equal to them for wear. Won't they break? Of course they will if you try to break them. They are so made that they will not break unless roughly used. Clean, sanitary, durable, handsome, reasonably cheap, and so attractive that as soon as their merits are known, the sale must be enormous.—We are now ready for orders.

N. Y. OFFICE, 10 WARREN ST.

GOODELL COMPANY,

106 MAIN ST., ANTRIM, N. H., U. S. A.

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

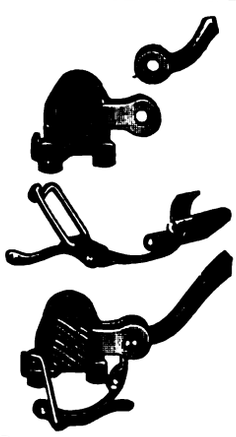
R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

F. A. VORDERMEIER,
NEW YORK MANAGER.

IMPROVED FERNALD QUICK SHIFT.



NEW BAIL GUARD



Patented June 18, 1899.
Canada, July 17, 1899.

See the

Bail Guard.

In your next order specify for New Bail Guard and New Bail and Lever.

THE FERNALD QUICK SHIFT

is more largely used by the Carriage Manufacturer and sold by the Jobber than any one on the market.

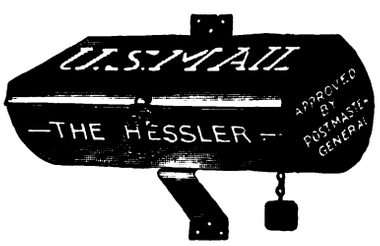
We are also sole manufacturers of the

Genuine Burten Anti-Rattlers.

Fernald Mfg. Co.

NORTH EAST, PA.

Rural Mail Boxes



THE HESSLER

BEST KNOWN. BEST MADE.

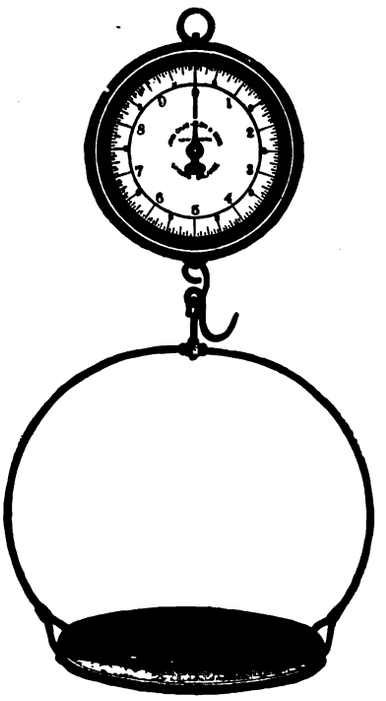
Most durable as well as the cheapest fully approved Rural Mail Box on the market. Do not be deceived by manufacturers who claim to have a Box similar in appearance to the "Hessler." Just compare the Boxes and convince yourself. The Hessler Box is storm and dust proof, has the only signal that will not get out of order. It costs you no more than the cheaper made boxes. Write for full description and prices.

HESSLER MAIL BOX CO.,
SYRACUSE, N. Y.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

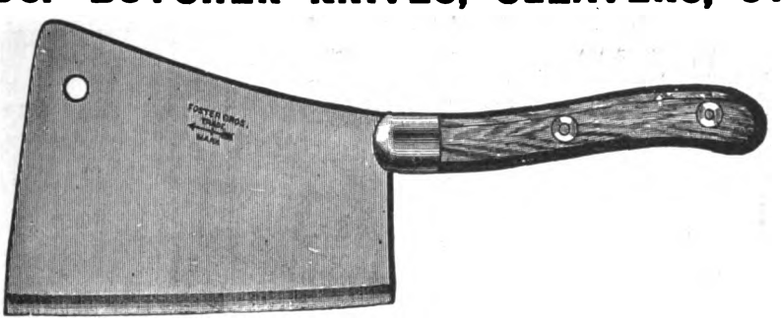


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



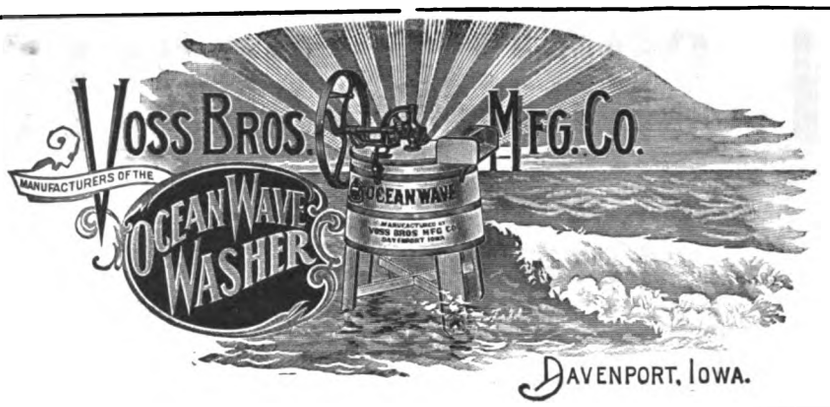
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

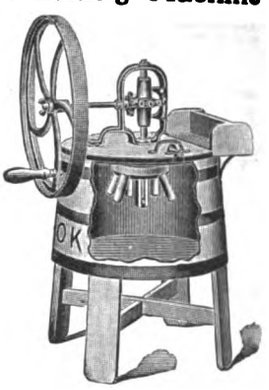
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



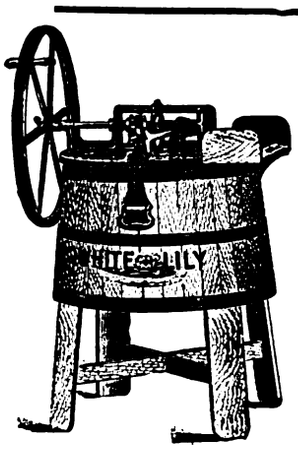
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



EXPECTATIONS REALIZED

WE ARE NOW THE LARGEST

MANUFACTURERS

IN THE WORLD

Of any one style of Rotary Washer

What is the reason? Ask us

WHITE LILY WASHER CO.

TOLEDO, OHIO. DAVENPORT, IOWA.

HAND ELEVATOR

FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

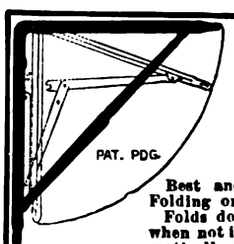
NEWARK, N. J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

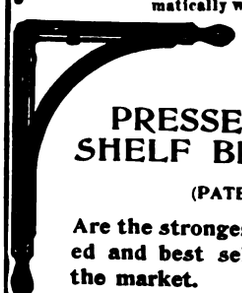
We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



GRIFFIN'S FOLDING BRACKET

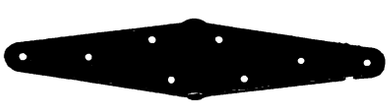
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.

DEALERS

should insist on their jobbers supplying them with **Pelouze Family Scales** having the **New Silver Finished Dials.**

Capacity 24 pounds by ounces.

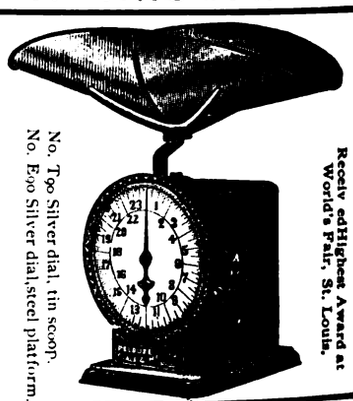
The best and handsomest finished scales on the market. While superior in many ways to other makes, prices are as low.

Send for complete Catalogue G; 10 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

Order through your jobber.

Insist on **Pelouze Scales** with **Silver Finish Dial.**

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



No. 750 Silver dial, tin scoop.
No. 600 Silver dial, steel platform.

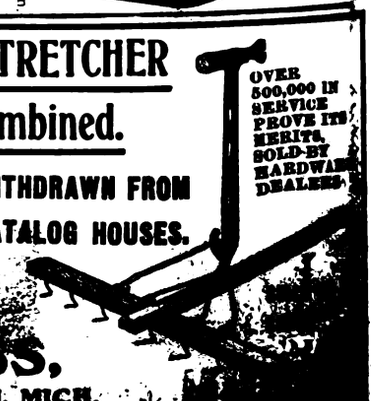
Received Highest Award at World's Fair, St. Louis.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

OVER 500,000 IN SERVICE PROVE ITS MERITS. SOLD BY HARDWARE DEALERS.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. **"The Housekeeper's Friend."** Postal brings retailers Display Card free. Ask your jobber for the **"Excelsior"** or write

WITHDRAWN FROM CATALOG HOUSES.



R. W. MONTROSS,

Sole Manufacturer GALIEN, MICH.

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UNHEARD-OF-SUCCESS

The Paragon Washer

has only been one year on the market but is to-day

The Best Seller

in the United States and abroad.

You can quickly control the washing machine business in your city and create a large demand because every satisfied customer will act as a living advertisement for your store.



EXCLUSIVE AGENCY

We absolutely guarantee it for your city and protect your sales.

The Paragon is made of galvanized steel and it is the application of the "Revolving Cylindral Principle" which has made it such a quick seller and such lasting favorite with the washing world. Made in two sizes. 12 shirt capacity, Family size; 25 shirt capacity, Hotel size.

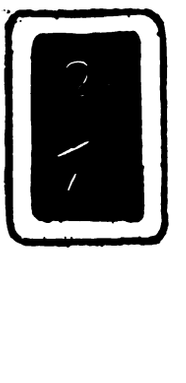
BEWARE of IMITATIONS

Write at once for particulars to

Emil R. Beckert

1175 Third Ave., New York, U. S. A.

PHILADELPHIA BRANCH: 208 S. 11TH STREET



Easy to Figure Out

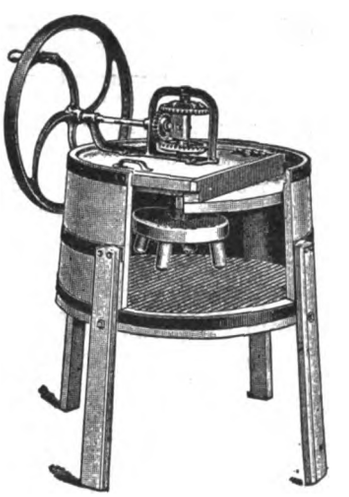
AS EASY AS

The Mathematics

OF

The Blackstone Rotary Washer

for every thrifty housewife who uses it.



It adds to her purse.
Subtracts from her worries.
Multiplies her joys.
Divides her burdens.
Compounds her interest in life.
Discounts her cares.

For these very reasons it has been, and always will be, a good seller.

You miss an opportunity by not handling it and displaying it in your store.

You ought to have our catalogue and prices. It puts other washers in the shade when it comes to giving all-round satisfaction.

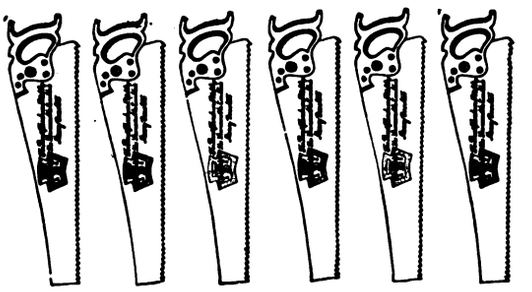
THE BLACKSTONE MFG. CO.

Jamestown, N. Y., U. S. A.

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

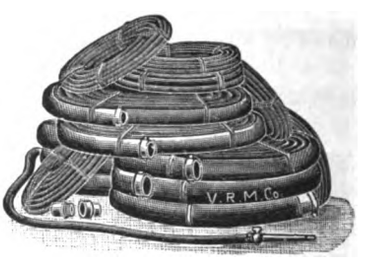
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

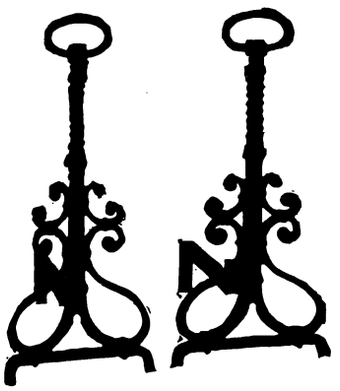
Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ♦ ♦ ♦
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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Aside from a very attractive and quick-selling line of ANDIRONS

and Fire Place Equipment, the Blacklock Catalogue illustrates and describes one of the most extensive and complete lines of Sad Irons, Sugar Kettles, Stove and Country Hollow Ware, etc.

Every Hardware dealer should have the Blacklock Catalogue and prices.

May we send them to you?

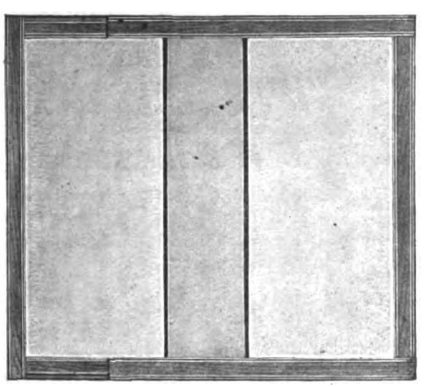
BLACKLOCK FOUNDRY, South Pittsburg Tenn.

BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN. ·

"Our City Men tell us that it is the best Extension Window Screen that has ever been made, so far as they know."

—Wm. Frankfurth Hdw. Co., Milwaukee.

The "Air Line" Window Screen



The Handsomest One Yet!

Strong, Easy adjusting. Not affected by weather.

The adjusting device is literally **"Out of Sight"** when the Screen is in use.

Sixteen inches of sliding connections.

Wire cloth inserted in the frames.

No slots, grooves, saw-cuts, staples or other devices in the faces of the frames. No separate moulding of a different color over the wire cloth.

Nearest possible approach to the appearance of a solid frame.

Samples free to dealers. Send for 1905 Catalogue of Screen Doors, Window Screens, Window Screen Frames, etc.

The A. J. Phillips Company, Makers of Reliable Screen Goods.

Fenton, Mich. Twenty-three Years' Experience.

PATENTS

promptly obtained OR NO FEE. Trade-Marks, Caveats, Copyrights and Labels registered. TWENTY YEARS' PRACTICE. Highest references. Send model, sketch or photo. for free report on patentability. All business confidential. HAND-BOOK FREE. Explains everything. Tells How to Obtain and Sell Patents, What Inventions Will Pay, How to Get a Partner, explains best mechanical movements, and contains 300 other subjects of importance to inventors. *Address,*

H. B. WILLSON & CO. Patent Attorneys

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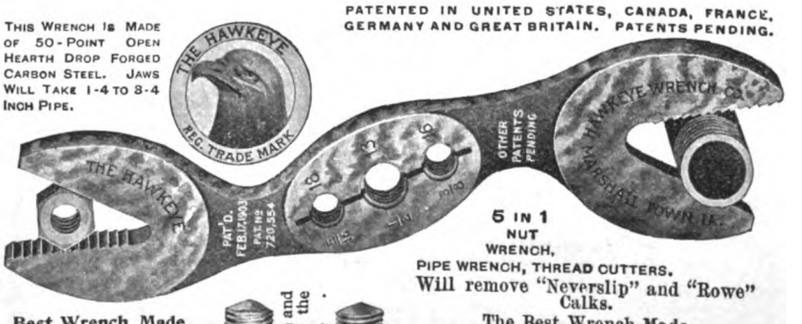
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STENCILS-BURNING BRANDS-STEEL STAMPS & DIES-SEALS-MACH. PLATES-CHECKS-

BRIDGEPORT, CONN.

THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 8-4 INCH PIPE.

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5 IN 1 NUT WRENCH, PIPE WRENCH, THREAD CUTTERS.

Will remove "Neverslip" and "Rowe" Calks.

The Best Wrench Made.

The easiest selling wrench on the market

Ask for prices and discounts.

Best Wrench Made For Automobiles

Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



Bolts before and after using the Hawkeye.

HAWKEYE WRENCH CO.

MARSHALLTOWN, IOWA

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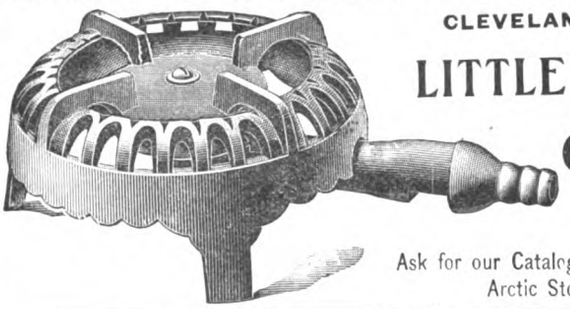
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LITTLE GIANT GAS STOVE.

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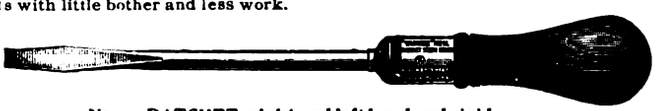
Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



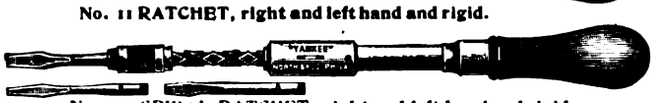
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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt. run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

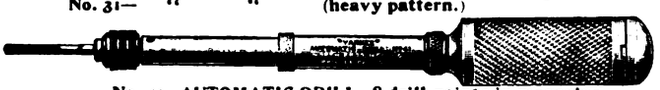
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No. 11 RATCHET, right and left hand and rigid.



No. 30—SPIRAL RATCHET, right and left hand and rigid.
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No. 41—AUTOMATIC DRILL, 8 drill points in magazine.

"YANKEE" TOOLS are the newest, cleverest and quickest selling tools of the kind so far offered to the trade. They are simple in construction, strong, durable, do not get out of order, work smoothly and quickly, wear well. They are accurately made of the best quality of materials, handsomely finished, thoroughly tested and guaranteed as to quality in every particular. Sold by leading jobbers of hardware.

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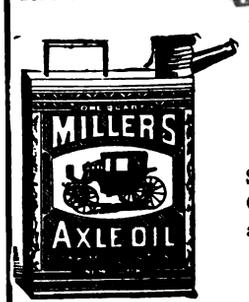
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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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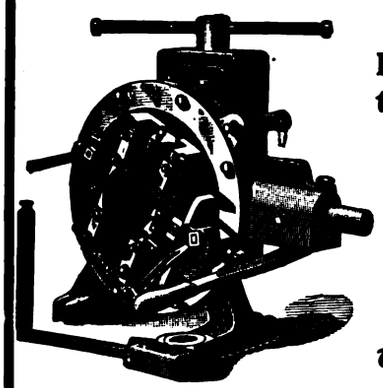
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Pipe Threading and Cutting Off Machines

For hand or power.

Save time and labor, strong and simple in construction. All the driving gears are enclosed in oil chambers, thus keeping them well lubricated and free from chips or dirt. They will cut off and thread pipe from 1 to 4 inches inclusive. The parts are all interchangeable and numbered.

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is designed and manufactured by a Hardware Man for Hardware Men.

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¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

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¶ It improves the appearance of your store *100 per cent*; enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

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¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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Has had neither equals nor superiors in the manufacture of

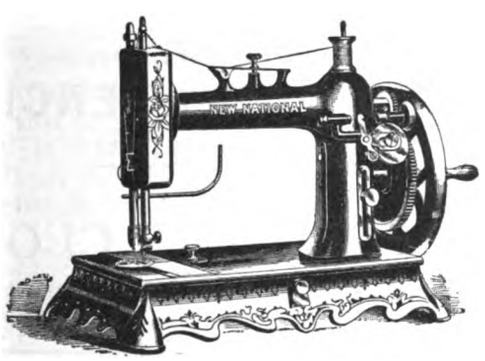
Carving Knives and Forks, Table Cutlery, Scissors,

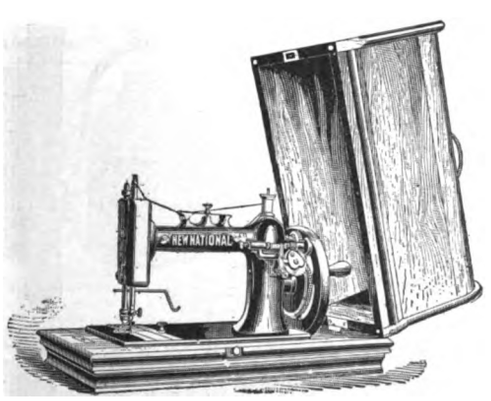
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Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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Imitated, But Not Excelled.

In spite of imitations **The Genuine New National** has kept its place as the BEST in all kinds of work and has demonstrated beyond question its superiority over cheap imitations.

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never gets out of order. It's always ready for work.

Uses a straight, self-setting needle which cannot be set wrong. Makes the double thread "lock-stitch," adaptable for all kinds of work:

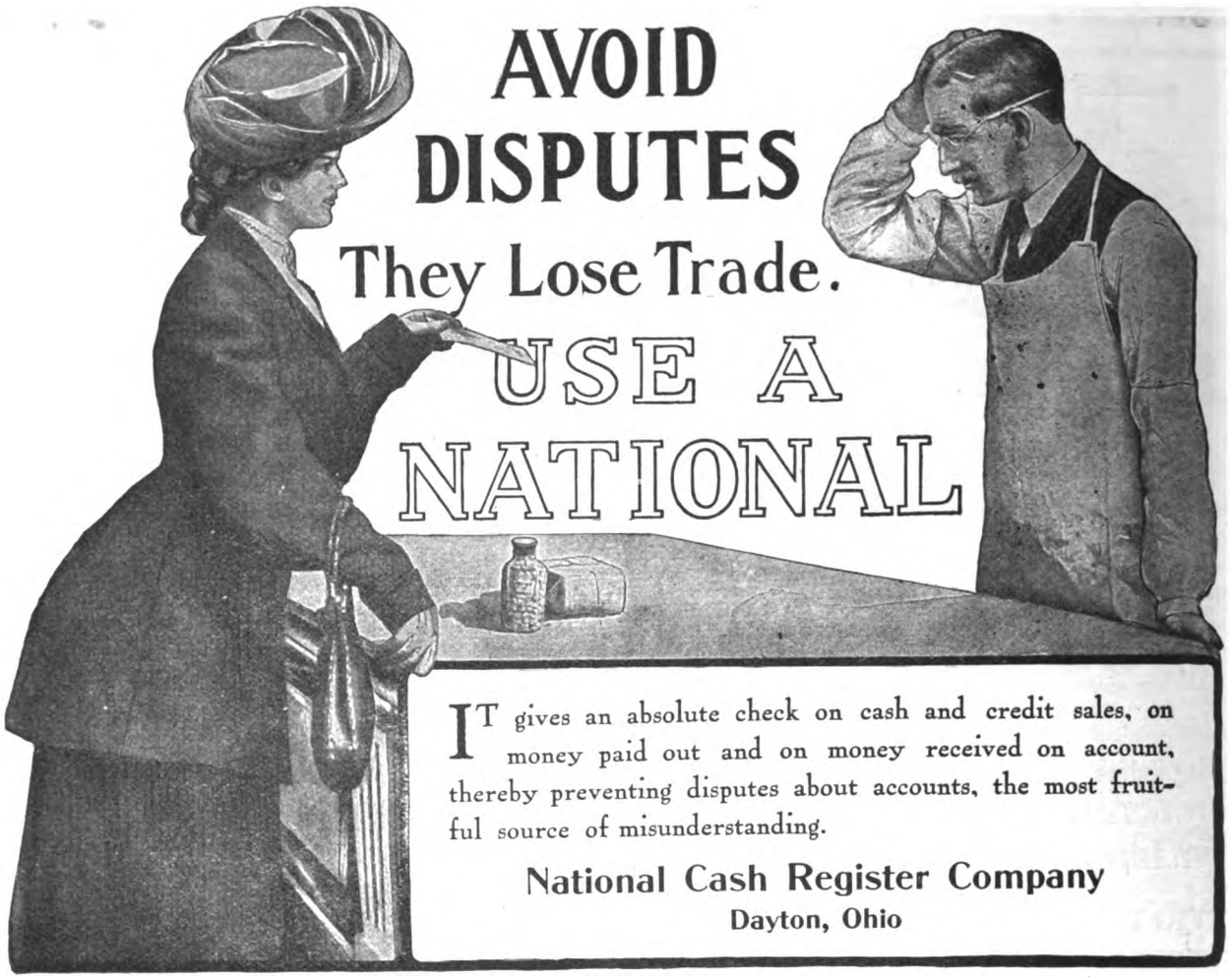
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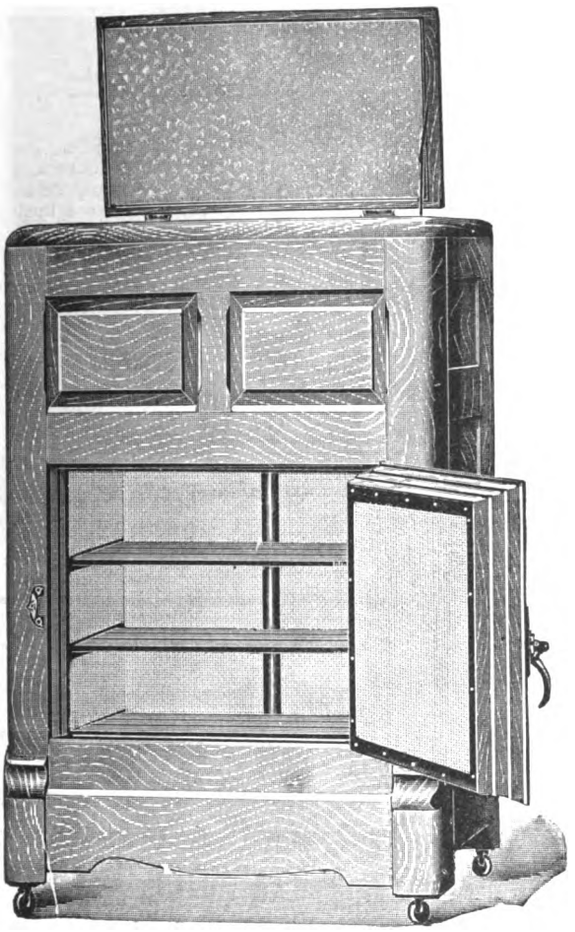


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Originators and Manufacturers of

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We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent shelving made of Aluminum, will not corrode, rust or tarnish.

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Note—We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

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The purest made. It is food to the leather, and has the shine in it. It is kind to the hands, healing and cleansing, because there is no free alkali in it, mainly mutton tallow. It is a Cresceus in selling ability. Best, and works that way.



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We want every
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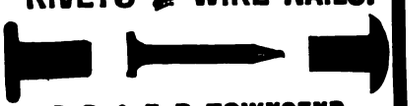
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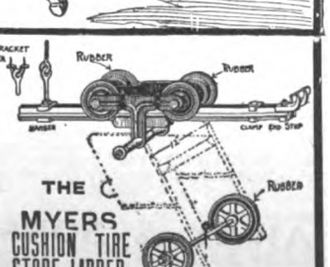
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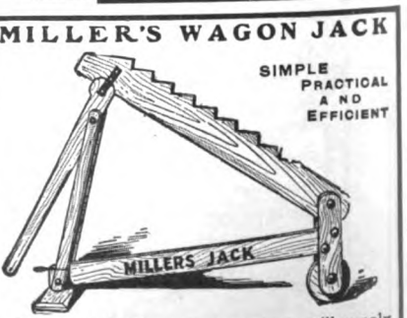
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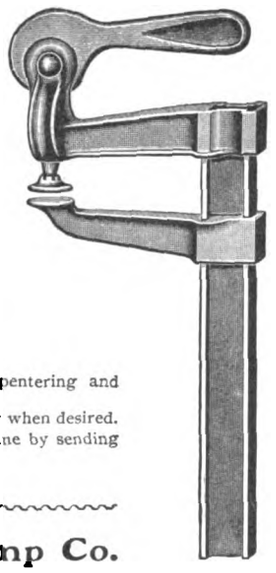


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Made with crank or bar screw when desired.

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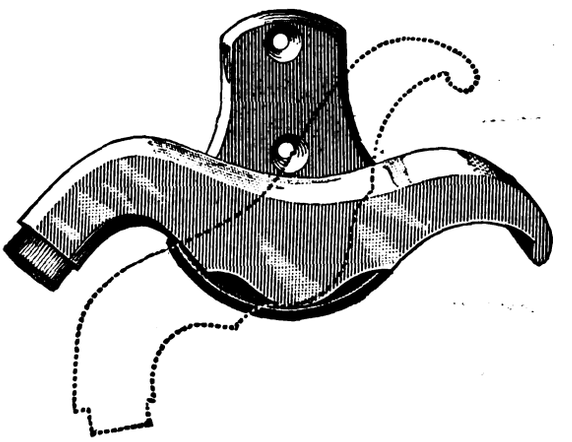
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Simplicity Durability Neatness

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The Empire Door Holder Improved

Has other good points:
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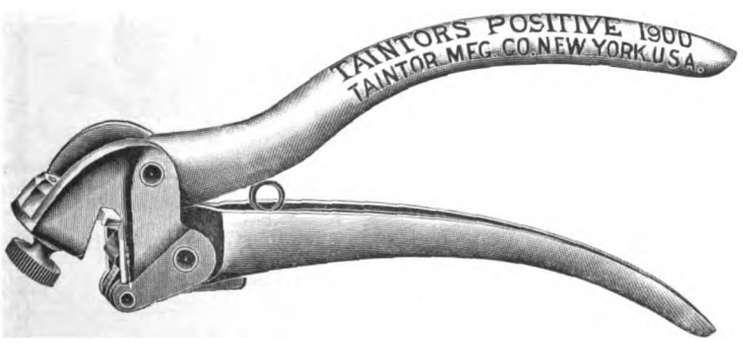
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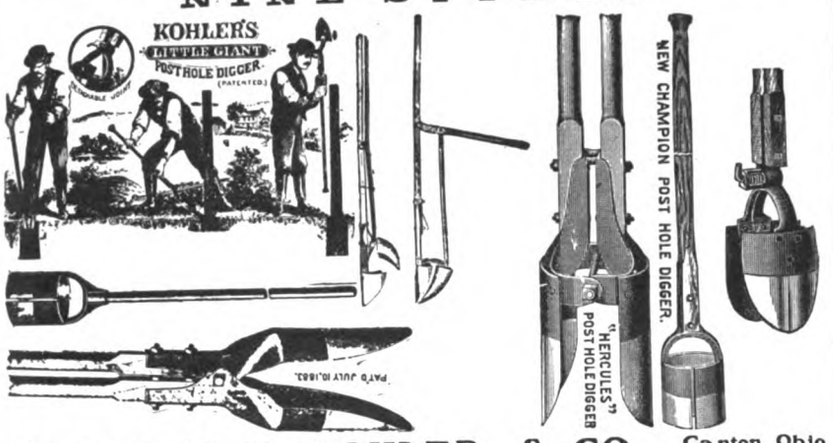
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HIGHEST GRADE ONLY.
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are hatched without worry or disappointment in a Reliable Incubator. It's a simple affair—practically runs itself—needs little attention. Automatic in heating and regulating devices. What's the use of wasting time and money with questionable incubators?

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Made in 8 Sizes and Styles ☞TINNED☜ or Japanned

Each Iron Cylinder is Bored True
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The Lips on the Tin Cylinder
in pressing lard, prevent burning of hands when the Cylinder is taken out for purpose of removing the Hot Cracklings



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The New Patented Spout
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Order from your Jobber **Send for Descriptive Catalogue**

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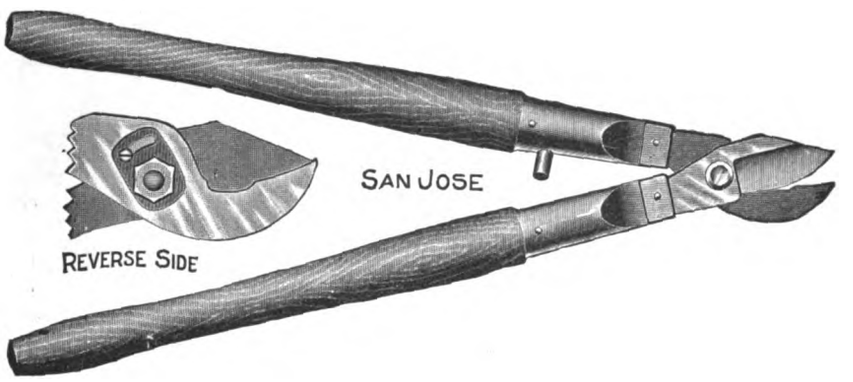
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That they are, indeed, the very best obtainable for the price, is common talk among users everywhere.

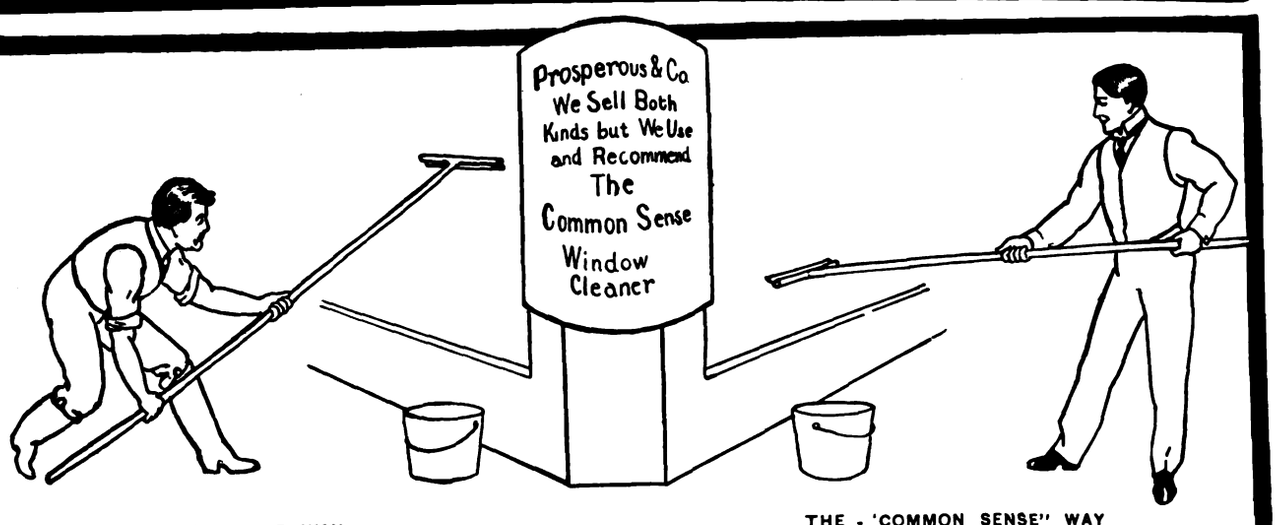
Have we others? Yes—twelve different kinds. Name any kind of a Pruning Shear and we can furnish it to you by the tick of the clock, and when you receive it you'll find it all right.



This applies to our entire line of Tools and Hardware Specialties fully described and illustrated in

Our Catalog—Have You Got It? You Cannot Afford to Be Without It.

The Cronk & Carrior Mfg. Co., Elmira, N. Y., U. S. A.



THE OLD WAY

THE "COMMON SENSE" WAY

A Clean Sweep

That is what we made when we introduced the trade to

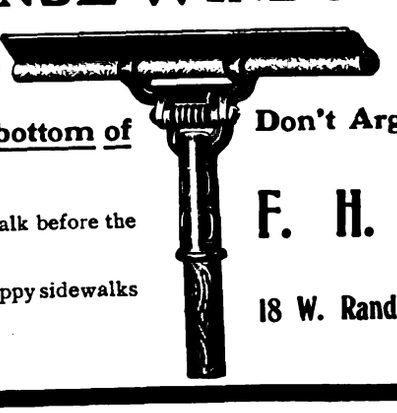
COMMON SENSE WINDOW CLEANERS

By the adjustable spring and hinge, the rubber adjusts itself to any angle allowing a

Clean sweep from top to bottom of the window

with the old style the pole hit the sidewalk before the window was half cleaned.

No more half cleaned windows—sloppy sidewalks—chapped hands and tired backs.



That spring hinge makes **the rubbers last double time.**

Don't Argue **Don't Wait**

WRITE TODAY.

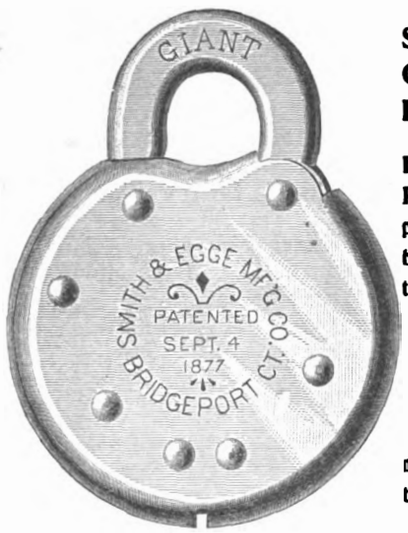
F. H. SMITH MFG. CO.

AND ALL JOBBERS.

18 W. Randolph St. Chicago, Ill.

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PADLOCKS. . .

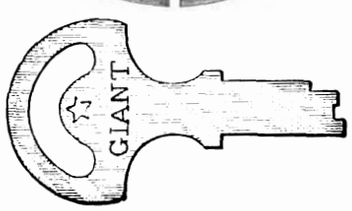


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



WRITE FOR CATALOGUE.

THE SMITH & EGGE MFG. CO.,

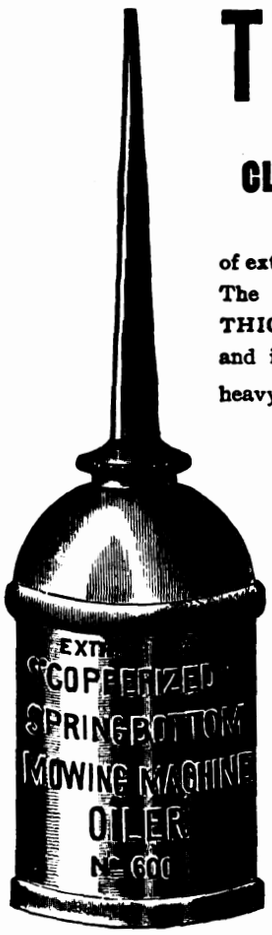
BRIDGEPORT, CONN.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedeh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



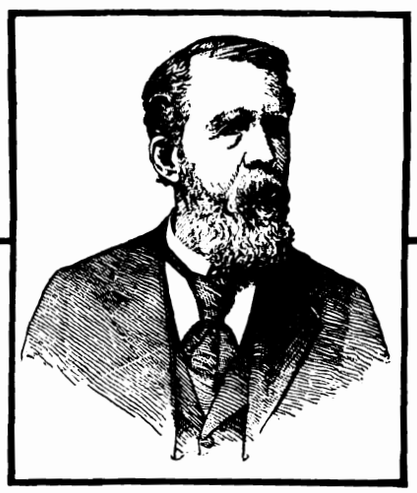
Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

***The* L. S. STARRETT CO.**

ATHOL, MASS., U. S. A.

NEW YORK 123 Liberty St. CHICAGO, 15 South Canal St.

Flawless Edge Tools

We make all kinds of Edge Tools.

Although we have been in the business since 1837, we have been growing younger every year—using the youngest machinery, the newest methods and doing everything in a down-to-date way.

Standards of Excellence

That is the recognition given them in the markets of the world. The Highest Award was given them at the Paris and Pan-American Expositions.

May be that is the reason why more of our goods are sold than of other manufacturers in our line.

Our goods and prices interest most Hardwaremen. Are you interested? Write us at once.

Mention HARDWARE.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

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HARDWARE

The ninth annual convention of the Minnesota Retail Hardware Association will be held in the Lyceum Theatre, Duluth, Minnesota, February 22, 23 and 24, 1905. Association headquarters will be at the Spalding Hotel.—M. S. Mathews, Secretary.

✤

The Canton Ceiling Co., Canton, Ohio, owing to their rapidly increasing South American trade, have published a Spanish edition of their catalogue "G," reference to which was made in our issue of December 25th.

✤

In our issue of December 10th, we erroneously stated that "the Columbian Hardware Company had moved all of its local offices to Chicago and would only operate its foundry in Cleveland," stating at the same time "This action caused the discharge of about ten clerks, the rest of the office force being taken to Chicago." Our correspondent is in error regarding his information, as we are assured by the Columbian Hardware Company tne report is without foundation, and its dissemination is causing considerable annoyance from its misleading information.

✤

Wm. N. Courtenay, 126 Liberty Street, New York, is a representative of The Ducharmes & Company, Shelbourne Falls, Mass., manufacturers of high grade screw drivers and other tools of guaranteed quality.

✤

L. M. Hermance, Poughkeepsie, N. Y., has perfected the Revolver fishing reel which bids fair to become exceedingly popular among fishermen. Mr. Hermance would like to hear from manufacturers whose shops are fitted for making this article.

A MAGNIFICENT RECORD.

A splendid example of the results of persistent hustling and fair dealing is shown on page 69 of this number of Hardware. The Norvell-Shapleigh Hardware Company are proud of this record and indeed they have every reason for being proud. Their three years' gain in sales of goods runs from an increase of 353 per cent. on Builders and Shelf Hardware to 5,888 per cent. on Manilla and sisal rope. Among other notable increases are Sewing Machines 2,200 per cent. Paints and Brushes 1,760 per cent, Harness, Saddlery, Hardware and Whips 1,535 per cen.t Their announcement will be interesting reading to everyone in the trade as will also be their pamphlet "Twenty-five ways of increasing business," which can be had for the asking. The publishers of Hardware believe that they are voicing the general sentiment in the trade when they extend to this popular firm, the heartiest congratulations and best wishes for a continuation of good business.

WILL GO TO EUROPE.

Mrs. F. E. Myers and daughters, Mayme, Kathryn and Helen, will leave for Europe, Saturday, January 14, for a several months' visit. F. E. Myers was in Chicago last week and made arrangements for their transportation on the Steamer Republic of the White Star Line. This steamer makes the southern or Mediterranean trip. The ladies will stop several days at historic old Gibralter and will visit both Spain and Africa, after which they will go to Naples by way of the Mediterranean. They will spend a month in Italy, the land of song and romance, and will then travel leisurely through Germany, Switzerland, France and Great Britain, when they will return to Paris there to await the coming of Mr. Myers who will join them some time in March.

OHIO HARDWARE ASSOCIATION.

The Executive Committee of the Ohio Hardware Association met on the 20th ult., at the Algonquin Hotel, Dayton. The next annual convention will be held at the Algonquin on February 28 and March 1 and 2. Some very interesting changes are being planned in the programme for the next meeting. The Executive Committee is working very earnestly to make the coming convention one of great educational value for every retail Hardware dealer. A. L. Shearer of the firm of Rooney & Shearer, Dayton, was appointed by President Baker to fill the unexpired term of Financial Secretary Jones, who has taken charge of a Hardware establishment in the State of Washington. The corresponding secretary of the association feels very grateful at the number of applications for membership that are constantly arriving.

CALENDARS RECEIVED.

The most beautiful calendar received so far at this office is that of the National Sewing Machine Co., of Belvidere, Ill. It consists of six cardboard sheets stamped in the form of placques, the center of each one showing the portrait of a beautiful woman, reproduced from paintings. In a section of the margin of each is shown the dates of each month. The calendar is fastened together with a white silk cord, which is used at the same time as a hanger. With the calendar is sent a neatly printed holiday announcement.

*

F. E. Myers & Brother, Ashland, Ohio, are sending out to the trade a new poster and calendar. The poster part represents a scene at the World's Fair and makes known the fact that a number of prizes were awarded to Myers' goods. The main portion of the poster is given up to the illustrations of an assortment of pumps, hay tools and other goods manufactured by this well-known concern.

*

The work of the celebrated artists, Asti and Rondel, are shown in the calendars being sent out by the Cleveland Pneumatic Tool Co. The reproduced work of these paintings is almost perfection itself, and the Cleveland company is to be congratulated on its enterprise in using this class of advertising.

*

One of the most handsome calendars we have received this season has been sent to us by the Fowler Waste Manufacturing Co., of Philadelphia, for whom Edwin F. Schofield, 47 Leonard Street, is New York agent. It is a large poster calendar, having a copy of Philip Boileau's famous masterpiece, a girl's head, life-size, drawn in free-hand style, on it, making a most striking picture, which appears almost to speak. The above firm are manufacturers of cotton waste, batts and lapps.

*

The beautiful calendar of the Harrington & Richardson Arms Company is being distributed to the trade, and it is certainly an extremely artistic one, showing a handsome girl in hunting costume with her faithful dog beside her, sitting on a bench. On her lap rests a Harrington & Richardson Shot Gun which is her especial pride. There is a combination of color about the calendar that makes it especially striking. A copy of the calendar will be sent to any one of our readers, free upon request, until the supply is exhausted, provided Hardware is mentioned.

A BOOKLET SOUVENIR.

In connection with the second annual dinner and meeting of its officers and salesmen, Stowell Mfg. & Foundry Company, South Milwaukee, Wis., prepared an attractive souvenir in the shape of a booklet, the special feature of which was the portraits presented of those who are conspicuously identified with the direction and conduct of the company's business.

McKinney Mfg. Company, Allegheny, Pa., present the compliments of the season to their customers, by sending them a leather covered memorandum book, stocked full of desirable information on postage, census, maps, etc., beside serving as a daily reminder for every day of the year.

✤

THE JACOB-McINERNY COMPANY.

The Jacob-McInerny Company is the name of a new organization that commences their commercial importance with this issue. It is composed of the two best Job Lot buyers known in this market, and they have been known in it for years. Mr. McInerny has been associated with the leading house in the trade, enjoying the reputation of being a thoroughly well equipped auction buyer, with few rivals, for a score of years. As a buyer of job lots, Mr. Jacobs has had the confidence of the Hardware trade for almost the same period; with abundant capital and knowing well the requirements of the business, thoroughly understanding the wants of their customers they will do the most successful business in their line. They have in preparation a catalogue of their stock which is a large and attractive one, and they request our readers to send for one, and learn the surprises they have in store for close buyers.

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HARDWARE

VOL. XXIX. JANUARY 10, 1905. NO. 7

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade.

HARDWARE is published on the 10th and 25th of each month. The subscription is $1.00 a year, payable in advance.

Remittances should always be made by New York Draft, Post-office or Express Money Order.

Foreign Subscriptions.—For each copy to be mailed outside the United States the Canadas, and Mexico, the price is $2.50 a year, postage prepaid.

Change of Date.—It takes two weeks to change the date, after your subscription is renewed.

Change of Address.—Always give both your old and new address when you ask us to change your address.

The Name of your Post office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

HARDWARE PUBLISHING CO.,
309 Broadway New York.
TELEPHONE, 2704 FRANKLIN
CHICAGO OFFICE: 1164 Monadnock Block
Telephone: 2945 Harrison
C. H. GREENE, Representative

L. E. MACINTYRE, - - President.
A. P. MITCHELL, - - - Secretary and Treasurer.
HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review

In another part of Hardware will be found reviews from our corps of correspondents reflecting in a general way the trade conditions of the country, and dwelling upon the many indications that force us to believe 1905 will prove, if nothing unforseen occurs, a banner year to the Hardware trade. The firm feeling of confidence in the future that forms the background for this belief, springs from the large and valuable crops that so greatly increases the emoluments of the farmer; the strength of all the markets that are reflected in so large a field as that of Hardware; the general feeling of prosperity that now prevails throughout the country, and the fact that early orders from the trade, in liberal quantities, emphasizes the views they hold regarding the future; the increasing strength financially of the country generally and the absence of everything of a disturbing character to interfere with the sanguine views they hold; these conditions all have a bearing in giving that feeling of confidence which is so gladly welcomed. The sound condition of our annually increasing export trade and the great desire of those interested in its growth in finding markets so favorably inclined toward its advancement; these facts all combine to foster and encourage the sanguine views held apparently by all alike.

Labor generally is employed with work of a permanent character and under conditions of respect for the employer, which allow a greater sense of its continuance; with the hope under the entire field that no breaks of importance will occur during 1905 to unsettle the harmonious relations that are now so prevalent, so that we may look forward to a display of that restless energy, that disposition of labor with a trend toward general activity, full of the inspiration arising from continuous employment that elevates the laborer and dignifies his sphere of labor.

Advances in prices, limited to volume, are expected by the trade in almost every branch of the business that is affected by changes in cost of raw material. It is hoped manufacturers will be inclined to make moderate advances that have a tendency to the stimulation of orders representing the lightness of the stocks, rather than make them so abnormally high it will later be found impossible to sustain them. The hardening of present prices relieves the market from any uncertainty in regard to the immediate future that might prevent orders so necessary to keep the entire factory force systematically employed, and the jobbers from keeping stocks full and complete.

Catalogue Houses that have created so much discussion are "scotched" but not killed; and will be found with the aid of the Jobbers and Manufacturers, less aggressive in their manner of doing business. The Retail trade have generally adopted methods that enable them to meet Catalogue House competition with greater confidence of success, and do not find that gloom pervading their field of effort when they find the Catalogue House has got in its seductive work, and sold something to one of their legitimate trade. The opposition to this class of houses is now thoroughly organized and the entire trade is aroused and alert.

In the immediate future of the Hardware business, Builders Hardware will receive quite a boom in all parts of the country. There is a demand for a class of houses that is now being planned, and the early Spring will see these plans acted upon and the trade receive the benefit of the increased demand. Dealers will find it necessary to carry heavier stocks stimulated by these requirements and will be found ready to take advantage of the increased business.

The fact of the recent elections having endorsed the policies of the Country for another four years of endeavor, will find the affirmative views that dominate the Nation accepted by a large majority of the people and the future become a very sanguine one. No friction will be found between capital and labor, and fresh hopes of future progressiveness are born every day providing abundant work for the magnificent resources of the country.

From Our Correspondents.

We have given up a large part of our space to our corps of Correspondents from all over the Country who are jubilant over the conditions prevailing in their vicinity, indicating to a large extent the general prosperity that ushers in the present year. They have dwelt on the many phases of engrossing business and the systematic work to be done, the conditions to be arrived at, that will make their labors interesting, and redound to the benefit and advantage of the entire trade. We have let them give their own views, being those of representative Jobbers whose judgment and opinion can be relied upon, being familiar with all the causes concerning which they write, and upon whose efforts will in part depend the prosperity of the future regarding which they are all so confident.

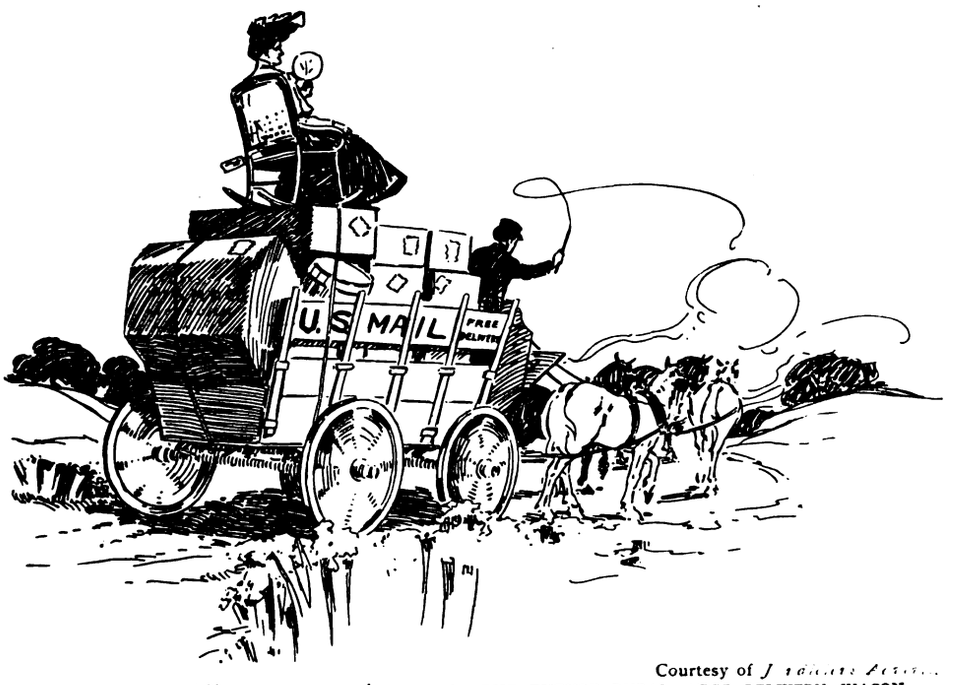
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THE POSTAL LEAGUE

OFFERS A SOP TO AMERICAN MERCHANTS IN THEIR LATEST BULLETIN.

The latest move of the Postal Progress (?) League is toward the revival of the old post coach system, and if the postal laws being advocated by this organization are adopted, the rural free delivery wagon of the near future will bear a close resemblance to a four-horse freight truck and the Catalogue House will be in its full glory.

The latest bulletin of this organization reminds one of the prospectus of a Mining "skindicate." After viewing with alarm the present deficiency in the Post Office Department, "which is bound to increase," they tell in glowing language how, if their recommendations are accepted and made into law, the deficit can be turned into a magnificent surplus. The "League" states that the post-wagon system is easily capable of doing a general business, including the carrying of passengers, baggage, supplies or produce, and suggests a rate for house to house service of from one cent for an eight-ounce package to twenty-five cents for a 200-pound package. In the bulletin of the League great stress is placed on the immediate advantage of this system to the "rural population, in which both the Merchant and Customer will share."



Courtesy of *Judicious Advertising*

POSTAL PROGRESS (?) THE LEAGUE'S IDEA OF THE FUTURE RURAL FREE DELIVERY WAGON

This is clearly an effort on the part of the "League" to pull the wool over the eyes of local merchants by pointing out how they will be able to deliver their goods throughout the surrounding country via the Rural Free Delivery wagons at a small cost, and to blind them to the fact that the big Catalogue House will be the chief beneficiary. It is doubtful if this cleverly worded bulletin will deceive any material number of the nearly thirty thousand Hardware dealers in this country or the thousands of dealers in Dry Goods, Clothing, Groceries or Boots and Shoes, all of whom will be hit—and hit hard—if the laws proposed by the "League" are passed by Congress.

It would almost seem that the organization from which "Dr." Cowles draws his salary had adopted as a suggestion a satire on the Mail Order Business, recently published in "Judicious Advertising," in which under the title of "Perkins, the Great," a story is told of the time in the future when those big establishments were shipping via Uncle Sam's mail routes, everything from toothpicks to threshing machines.

The story, in part, is as follows:

We sat in our office one day, Perkins and I, and he was looking over a Chicago mail-order catalogue. You know the kind, one of those eight thousand page affairs that have to travel in a special trunk and pay excess baggage rates. Perkins loved that catalogue—he would sit for hours turning over the pages and looking at the cuts of crocks, corsets, cabs, costumes and can-openers and other things—and the reason he loved it was that he was the inventor of the whole mail-order business. He used to say that the forty-eight pound Chicago mail-order catalogue was his best monument, and that he would like to have one stand in the cemetery where he should be buried—if there was room for it. He looked forward to the time when the mail-order catalogue would be issued in a series of volumes, like an encyclopedia, and when the mail-order houses would have to send each set in a special car, and there would be a special index in a separate volume. He said that some day people would pick up the present eight thousand page mail-order catalogue and say—

"And to think that a little thing like that was once considered a catalogue!"

He said that some day the parcels post would be arranged so that all you would have to do would be to slap a two-cent stamp up in one corner of a grand piano and write the address across the bottom and drop it in a letter box, and the government would deliver it anywhere in the postal union. Then the mail-order business would be something like what it should be! Perkins believed that anything you could paste a postage stamp on should go through the mails, whether it was a chunk of ice or a hot potato. He said this was getting to be a mail-order nation, and that before long people would wonder they could ever have been so

STUPID AS TO BUY THINGS IN A STORE.

"Everything *from* a needle to a threshing machine!" he would exclaim as he looked over the mail-order catalogue. "*From* a pin to a pyramid! And Perkins began it all!"

But this day he frowned. He turned over one hundred pages after another hundred, and ran his long, lean forefinger up and down the columns of the index and shook his head. What he sought was not there. Sugar and sarcophagi, corn plasters and corn planters, oil sardines and oil paintings, everything to make a happy home was there, even to sectional houses and adjustable cyclone cellars, except one thing:

There were no wives quoted. You couldn't order a wife by mail.

There were sewing machines and mattresses and lawn mowers and coffee grinders, all on thirty days' free trial, but no wives on thirty days' free trial or otherwise. Not even a widow. Perkins shut up the book with a slam.

"Who leads?" he asked. "Who shows the way? Who do they wait for?"

This last was not grammar, but it was Perkins.

"For you, Perkins," I said. "Always for you."

"Good!" he exclaimed, "and why? Because Perkins is the Originator; Perkins is the Creator; Perkins is the Unique. He has a head. He has brains. Why not complete the mail-order cycle? Why not round out the grand theme to its ultimate perfection?"

He looked at me and smiled.

"Why not supply wives by mail?" he concluded.

"Why not?" I asked.

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In ten days we had our contracts for advertising placed and were ready for business. Our advertisements showed a small halftone cut of a happy home with a sweet-faced woman darning socks or knitting—the cut was too small to allow the object in her hands to be distinctly seen—and the text ran so—

"ARE YOU MARRIED? If not, you should be. No man is more than half a man until he has a dear little wife. Consider Solomon, the world's wisest man, he had a thousand.

"Don't depend on the limited home supply, which is sure to be picked over and often shop-worn. Send direct to headquarters. *Perkins & Company's wives are guaranteed first quality.* Full pedigree furnished with each wife. Illustrated catalogue sent on application. Clubs taking five or more wives at one time supplied at reduced rates. Perkins & Company, Matrimonial Dealers, 7576 A, Wabash Avenue, Chicago, Ill."

This advertisement we placed in every paper that we thought a man would see. In the ladies' journals we used different copy—a neat and refined statement that Perkins & Company desired a quantity of well-bred ladies suitable for wives. We found that the ad. in *The Fireside Pet,* a paper devoted to cats, brought us the largest returns per thousand of circulation. The editor assured us that 98 per cent. of his subscribers were unmarried ladies. He was greatly pleased when we wrote him how profitable our ad. in his paper had been, and he used our letter to boom his ad. columns. But he was sorry later. We married off 97 per cent of his subscribers and they all quit keeping cats, and stopped their subscriptions. As soon as we had a good supply of raw material on hand we got out a catalogue. It was a handsome affair. Each prospective wife was given a number, and alongside a two by four inch halftone portrait of her we printed a full and honest description and her pedigree. Our prices varied according to the quality of the goods, and we classified them according to age and value. Later we issued a supplement containing widows, but it was never very extensive. We found that widows who wished to marry again did not usually need our services. They were able to get rid of themselves.

Perkins ran the business on strictly straight and honest business principles. If a subject was a second grade he said so honestly, but an especially attractive bargain he marked with an asterisk and asked a price accordingly. Age, we found, was not necessarily a disadvantage. Many men of some years preferred wives of similar years.

The tattoo idea was Perkins'. Wonderful man, Perkins is. When we had sent out about twenty wives he came down one morning glowing. He was exuding joy from his Air-the-Hair Hat to his Go-Lightly Shoes. He sent right out for a Japanese tattoo artist, and that same day mailed our trade mark to be copyrighted.

"Why waste our sweetness on the desert air?" he exclaimed. "Why turn out first-class wives without our trade mark blown in every bottle? Why advertise the Perkins' High-Grade Wife and not protect the buyer against cheap and inferior substitutes?"

After that we tattooed our trade mark on the left wrist of every wife we sent out. It was a pretty little mark, too, showing Cupid peeping out of an envelope, and above it the words, "Perkins' Mail-Order Wives," while below we put "First Grade," or "Second Grade," and so on' as the case might be.

Don't think for a minute that every customer wanted our First-Grade wife! Our seconds and thirds were in bigger demand than our best selected prime stock was. Look at the men of your own acquaintance—how many of them have first-grade wives? How about your own wife?

As a rule we found that the West, and the country districts, wanted a good, steady article, and that the East, and the larger cities, preferred something snappy and stylish.

Our prices varied with the grade. For furnishing a First Grade Perkins Mail-Order Wife we charged $400; Second Grade, $200; Third Grade, $100; and culls and divorcees, no charge, but our gross profit was $400 on each. A First-Grade wife any man was willing to pay $400 for, if he wanted the best, but if a man was only willing to pay $200 for a Second Grade, we found that the Second-Grade wife was willing to pay the other $200 to get a husband, and the Third Grade list was always filled to our limit with slightly shop-worn examples who thought $300 was a cheap price to pay to secure a loving companion for life.

We received thousands of testimonials, and we made good use of them. Had them reproduced in fac-simile with a portrait of the husband and another of his Perkins' Mail-Order wife, and scattered them broadcast, on the "follow-up" system. Every morning every bachelor in a certain town that we happened to be working would receive one of those fac-simile letters. Just about the time he was pinning his suspenders to his trousers, or running a needle into his thumb, or sitting down to his lonely breakfast, the mail-carrier would leave one of our little reminders that without a wife a man can't be truly happy. Every morning that bachelor would be reminded how sad and lonely he was until he began to believe it himself. We had a series of testimonials tnat began: "For many years I was a bachelor and thought I was happy, but finally I was persuaded by one of my friends who had bought one of your High-Grade Mail-Order Wives," etc.; or, "As I look back on the days when I was a bachelor I shudder. And I shudder again to think that but for your advertisement which I saw in *The Weekly Gazette* I might still be a bachelor. Since receiving my Perkins' High-Grade Mail-Order Wife I have persuaded ten of my friends to order from you, and they are all happy and wish me to thank you for them."

Another from J. C. D. in Utah said: "Until I saw your advertisement I was in the habit of getting my wives by the usual means, but I was so taken by your frank statement that I decided to give you a trial. Since then I have placed four orders with you, and I shall never use any other wives than yours. P. S.—Please send two more Third-Grade Perkins' Mail-Order Wives by next express."

We really found that men who bought the Perkins wives were happier and more contented than ordinary husbands. Perkins said it was because we supplied a superior article, but I think it was because our wives had to be paid for. A man always thinks more of a thing he has to pay for than a thing he gets *free gratis.* A man always wants something for nothing until he gets it, and then he thinks he has been cheated. When we were running *Married Life,* the best monthly publication in the world at fifty cents a year, we used to give absolutely free to every subscriber a solid rolled gold scarf pin set with a genuine imitation diamond—gave it absolutely *free gratis* without charge—and yet people would write us and complain about the pin. It was because they got it free of charge. If they had paid us fifty cents for the pin and received the magazine free of charge they would have liked the pin and kicked about the magazine. It's human nature.

It will be freely admitted that there is plenty of room for reform in our postal system, but that reform should not involve the ruin of the American merchant. The postal laws are full of inconsistencies, but that is no reason why the freight carrying business of this country should be taken over by Uncle Sam with the effect of driving the village merchant out of business.

A. EUGENE BOLLES.

THE FIRE ARMS BUSINESS.

The Fire Arms trade for 1904 was up to the average on most lines and on some far in excess of any previous year. Repeating rifles, revolvers, etc., about held their own; single short rifles increased as did air rifles and medium priced double barrel shot guns, while the higher priced, as fancy double barrel shot guns fell off; single barrel shot guns increased in volume but not value. Owing to an agreement of the single gun makers to disagree and "bad blood" they continue to sell single guns at less than the actual cost to manufacture, each accusing the other of causing the drop in prices. This condition is absurd and only shows how foolish even the best business men will be, to "get even" or "do" a competitor.

The outlook for future business during the coming year was never as bright as it is to-day. Jobbers are specifying earlier than usual and for much earlier shipments than heretofore; many who have in the past made out orders for shipments the first of each month covering their approximate requirements for the year, have this season ordered an equal amount to be shipped during the first six or seven months of the year.

The consumers all have money; wages are high; crops average good and prices generally high; even the cotton planter, who is a purchaser of Fire Arms, got a fair price, and the loss, owing to recent decline in price will fall largely on the dealer and speculator; hence even the South with its low price cotton, was never in as good financial condition as it is at the present time.

The Fire Arms supply is fully equal to the demand in all lines and some in excess, such as boys' cheap rifles and single guns, one or two makers appear to have built up rapidly on medium and low priced single shot rifles and a dozen others imagine the market is unlimited, but some will eventually find the mistake.

When the home product supplanted the foreign Flobert, it opened up a large field which was fully covered some time ago. The same applies to the Belgium double guns; so many are entering this new field that in a few years, in fact by the time they can successfully compete, home competition will be so severe that the profit to manufacturers will be on a par with single guns and the strangest part of it all is when the manufacturer cuts his price to cost or less the jobbers think they must do the same as in single guns. As soon as the drop in singles came, the jobbers all dropped their price to less than cost, counting the cost of transacting business, and one eastern jobber had his printer work at night to get out a printed price the day following the decline, quoting single guns at about the new actual cost which meant a loss of $1 per gun on his stock in his store, and yet the jobber complains of the manufacturers and wants lower prices which do him, the jobber, no good, as he only gives it away meeting imaginary competition.

All in all, Fire Arms makers are happy, look for a most excellent year, and hope to declare for 1905 their usual dividends.

C. F. M.

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"To a good many Americans a life of hurry is the only life of ease."

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HISTORY AND PROPHECY

A casting up of accounts seems to reveal that 1904 has not been such a poor year after all. Conditions throughout the year have been somewhat unsettled, due no doubt, in part at least, to the political campaign, but judging from the reports which follow, the year's business has been quite satisfactory.

Just before the close of 1904 we asked a number of firms to give us their opinions on the prospect for the Hardware business during 1905. Manufacturers are naturally optimistic in talking of their own business, but the opinions given herewith are from firms known to be conservative, and it would seem therefore that these expressions should add strength to the confidence of those in the trade as to the outlook for 1905, if, indeed, there are any whose faith needs strengthening. The replies received were, in substance, as follows:

ENTERPRISE MFG. CO., OF PA., Philadelphia, C. W. Asbury: I have never known the prospects in Hardware to give greater promise than they do for 1905. Our information seems to indicate that the retail stocks are low all over the country, and there appears to be an active demand from actual consumers. These bright prospects also extend to the building trades, and I think the returns from that branch of the business will show marked improvement, largely because the labor in these trades is much more rational than it was during 1904. The Agricultural classes of the country were never in better financial standing than they are now, mortgages have been paid off, lands have been improved and fertilized, and money has been expended with fair liberality in the purchase of everything to facilitate the moving of their crops, and they still have a fair bank balance upon which to draw. If, therefore, we are blessed with good returns to them for their investment, and their labors the money will undoubtedly circulate and the Hardware trade will get its full share of the benefits. It is also true that labor is well employed in the large cities, and this will add to the general prosperity. Summing up I am inclined to think that the prospects for 1905 are better than those in the Spring of 1899, because there is now less of the speculative element which usually brings a boom with a reaction. Prospects to-day are that the demand will be healthy because the movement of goods will be caused by actual consumption and not by speculation. It is probably fortunate that we had a slight lull during the summer of 1904, this gave every opportunity to all classes of trade to take their bearings calmly, and to start in the Fall campaign with renewed energy. There are few who will complain of the net results of the entire year of 1904 when an average is taken, but I predict that business in 1905 will be larger and more satisfactory than in 1904.

OSGOOD SCALE CO., Binghamton, N. Y., O. J. Fowler: In regard to the prospects for 1905, we are looking for a good year, and there seems to be every indication that 1905 will be one of the best years we have had.

HENRY DISSTON & SONS, INC., Philadelphia, Samuel Disston says: So far as business prospects look for 1905, it is very encouraging. We have quite a large amount of business in hand for next year and everything that comes to us from our traveling force indicates that we shall have a fair proportion of business next year.

GOODELL-PRATT CO., Greenfield, Mass., W. M. Pratt: The year 1904 just past has exceeded our expectations, our volume of business has been slightly in excess of 1903 and this in the early part of the year we did not deem possible. There is every indication that the stocks in the hands of our customers are at a lower point than they have been for several years, we have more orders on our books for future delivery than we ever had before (it is rather unusual for us to have many orders sent us to be sent at specified future dates) and we are at the present time—during the dull month of December—selling more goods than our factory is able to produce. Unless our deductions are entirely wrong and unless all signs known to us fail, the year 1905 will be the greatest year in the tool department of the Hardware trade that this country has ever known; the great trouble is going to be that the majority of our customers will wait until the early spring before placing their orders and unquestionably be subjected to much annoying delay.

E. C. ATKINS & CO., INC., N. A. Gladding: In regard to prospects for 1905, we are pleased to state that so far as we can see now, everything looks very favorable and we are looking forward to the enjoyment of good business. The slackness that existed in general channels of business during a few months in the late Fall and Summer, was, of course, quite natural, due principally to the Presidential campaign. Since the election there has been quite a revival in our line of business and we know of no reason why it should not improve right along until Spring.

THE H. D. SMITH CO., Plantsville, Conn., Louis H. Schmitt: The year just closing has been a good one with us. Without looking up our records we should say it is the best year we have had in the past twenty. The prospects for 1905 seem to us to be exceptionally bright. We are sold considerable into next year. Running orders are fair, inquiries very active, and everything seems to point to an exceedingly good Spring trade.

REPUBLIC IRON & STEEL CO., Chicago, Geo. A. Baird: Present and prospective conditions are such as to warrant the assumption that the production and consumption of iron and steel products during the calendar year 1905 will break all records as to tonnage.

OLIVER IRON & STEEL CO., Pittsburgh, Henry B. Lupton: In regard to the business of 1904, the tonnage was a large one, but prices unsatisfactory. The buyers only purchased from hand to mouth and seemed to have no confidence in the future. As to 1905, we feel that it is to be the banner year as far as tonnage is concerned. Every section of the country is prosperous; the railroads are to use enormous quantities of rail and structural steel; the agricultural implement manufacturers were never so busy, and with comparative assurance that we are to have no disturbing legislation, the buyers feel every confidence in the future of the market and are buying to the extent of their storage capacity and the liberality of the sellers.

LISK MFG. CO., LTD., Canandaigua, N. Y., L. A. Parkhurst: We believe the prospects for business for the coming year as viewed from our standpoint to be excellent; that the year will be one of the best in all lines that this country has experienced in a long time. We believe conditions favorable for a good healthy revival in all lines, although we are free to say that 1904 has, for us, been one of the best years that we have ever had and we have no occasion whatever to find any fault with it, although we realize that general conditions have not been all that could be desired.

GEM CUTLERY CO., New York, F. H. Hoffmann, Manager: It affords me much pleasure to state that the business during 1904 has been absolutely satisfactory as far as we are concerned. Comparing same with the results of previous years, especially 1903, we have no fault to find, and only trust that 1905 will be equally as well in comparison, which we have every reason to believe, owing to the enthusiastic feeling of the trade in general as far as the product of high class Safety Razors is concerned. I admit that our business is somewhat different and must be judged from a different point of view than general staple articles. The great American public is only to-day appreciating the fact that self-shaving with a good Safety Razor is a luxury and a home comfort. I am convinced that no one who knows a little about this business, will say that I am too enthusiastic if I claim that, although at the present time the United States employs about 1600 working men making Safety Razors and accessories, this business is only in its infancy and still has an immense field for its growth.

STANDARD CHAIN CO., Pittsburgh, John C. Schmidt: Replying to yours of the 24th would say, after passing through two years of falling prices, the pendulum has commenced to swing the other way. This has been brought about by the economies effected in purchases not only by jobbers but by manufacturers and railroads until it was carried to such a point that stocks were depleted on every side, in the hands of manufacturers, jobbers and dealers. With increased demand we, at the same time, have increased costs on our material which necessarily are reflected by increased prices for our various products of iron and steel.

The outlook for an excellent business during 1905 is most promising. Until recently the price of chain has been unchanged throughout almost the entire calendar year 1904, excepting an advance of about $3.00 a ton during the present month which advance, however, is considerably less than the advanced cost of the material entering into our product.

CRONK & CARRIER MFG. CO., Elmira, N. Y., C. F. Carrier: We cover the jobbing trade of the entire United States, and must confess that June, July and August were extremely dull. Since then, there has been a constant improvement, and in our line we are very positive the coming season will be the largest we have ever had. Our men, from all sections, report the farming trade

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in excellent condition, all sections well supplied with money, for even where the crop is light, prices are so high that farmers have money to spend. We are of the opinion that in some lines this would not be the case, but goods that are used by farmers are in great demand, and in some sections the building trade is good. We believe by Spring there will be a general revival of business in all lines. Prospects never looked brighter.

CALDWELL MFG. CO., Rochester, N. Y., W. H. Caldwell: We will state briefly that our business during the present year has been on the whole very satisfactory, with a slight increase over the previous year. The demand for our goods has been steady, the prices have continued unchanged and on the whole our business has been in a very healthy condition.

The outlook for 1905 is very encouraging and we anticipate a good business. Orders for future shipment are being daily received and we see no reason why, in the present healthy condition of business in general, we are not warranted in not only holding our own, but hoping for a reasonable increase in the year's output of our goods.

HORSESHOE MANUFACTURERS seem to be satisfied with the past year's business and of the general opinion that the outlook in that line for 1905 is exceptionally good. No advance in prices is expected before Midsummer and not then unless raw material—pig iron, scrap and steel—should go to very much higher prices than at present.

The SHOVEL BUSINESS, according to a prominent manufacturer in that line, continues in rather an unsatisfactory condition although the volume of business during the past year has been good, and promises to be up to the average for the coming year. The increased cost of material may compel an advance in price on the part of the individual manufacturers, but there seems to be no prospect of any united action to that end. It is claimed that close to 75 per cent. of the goods produced by all the manufacturers in this line during the past year were sold at below real cost to manufacture.

MCKINNEY MFG. CO., Allegheny, Pa., J. P. McKinney: Viewing the situation from our standpoint, we can see no reason why the volume of business in 1905 should not be much larger than that of the year just closed. Stocks in the hands of jobbers are very low. This is evidenced by the large number of rush orders we are receiving at present. The conditions of the agricultural districts are good; money plenty; labor employed; in fact, every branch of trade seems to be in a prosperous condition which necessarily leads us to look for greater demands for the coming season than in the past. While the volume of business for 1904 was fair, yet owing to the exceedingly low prices, the year was as a whole as satisfactory as it should have been. The first six months was probably equal to that of the previous year, but the midsummer slump of prices had a tendency to curtail orders, and a corresponding lowering of profits, thus making a lower average than would otherwise have been.

PIKE MFG. CO., Pike, N. H., E. B. Pike: We think that at no time in our business career has the situation seemed more favorable for a thoroughly healthy business than for the year 1905. Good crops in almost everything and good prices for them reenforced by unchanged political situation would seem to warrant us in anticipating a satisfactory business.

There are difficult problems to be met but we believe that while the present administration is in power they will be met wisely and in a way that will carry the nation safely through them. We believe that Theodore Roosevelt and his administration will go down to history as the best, in many respects, that this country has ever had. President Roosevelt has had experience and training, is an able man, and has the courage of his convictions. In the selection of his Cabinet and of others whom he has brought around him for advisors he has shown great wisdom. We think the stand taken by the President on Interstate Commerce, in his message to Congress, a very wise one. We believe it should be in the power of the Interstate Commerce Commission to establish new freight rates when the ones in force have been found to be unjust.

We believe that there should be national incorporation laws along the same lines as the national banks and national bankruptcy laws. One of the great dangers to the manufacturing and commercial interests of the country is the fictitious values represented by the stocks of corporations. We believe that corporations should not be allowed to issue stocks beyond actual values for property that they own.

We believe that there should be a revision of the tariff by the friends of the tariff; in other words, we believe the present administration should take hold of the matter honestly to accomplish something along these lines.

If these things are attended to in time we believe that there is prosperity ahead even to exceed that which we have had in the past few years.

In our opinion the labor question is in a much more favorable condition than it has been. The various organizations of employers who are making a stand for the open shop will bring about a fair solution of this difficult and dangerous question we believe.

OWOSSO MFG. CO., Owosso, Mich., A. M. Bentley: We are receiving about the usual number of contracts for our goods; in fact we think some more than we had a year ago and prices are about the same as a year ago and are being fairly well maintained by the manufacturers. There is some disposition among the jobbers to cut prices on our line but not any more so than what has occurred in past years. We are looking for a better business than we had in 1903 and 1904, these two seasons being rather cold and weather backward and the sale of screen goods was on the whole considerable less than in former years when we had better conditions.

AMONG THE RETAILERS.

The Retail Hardwareman had troubles of his own, at least in some sections, during 1904, but it would be difficult to find a retail dealer now who is not optimistic concerning business prospects for the coming year. The good work of the different associations during the past year has brought manufacturer, jobber and dealer into closer relations, and it is safe to say that in the future there will be fewer misunderstandings between the different branches of the trade. The different State Associations have made very material increases in their membership, and during the convention season now opened it is expected that the deliberations of these organizations will result in much that is good for the trade.

There is plenty of work to do—always will be, for that matter—but it is hoped that decided action will be taken in the Parcels Post matter and the recommendations and objections of each association placed in the hands of the proper officials at Washington. All the resolutions that can be resoluted will be of no avail unless the influence of the associations is brought to bear in proper legislative quarters. The Catalogue House question, store management and advertising go hand in hand and the swapping of experiences and methods in handling these matters will bear good fruit. The officers and members of the different associations have our best wishes and heartiest support in their work for the advancement of the Hardware business.

W. A. CHURCH,

President of the Connecticut Association writes us an interesting letter referring to the past year's business. He says:

The year 1904 has been a year that will not soon be forgotten by the Hardware trade. It has had its dark and its bright side.

The first half of the year was a period of marked depression and it is my opinion that the Hardware dealer who could show any profit in his business during that period was the exception. The Spring was very backward, and seasonable goods were, to a large extent, unsold. The average dealer found himself confronted with a large stock of goods and a limited demand. His expense account was as large as it would ordinarily be with trade in a normal state. Not only was a backward Spring to be reckoned with, but still more serious were the strikes in the building trades. The increased cost of labor and of all material entering into building tied up capital, and brought building to a standstill. With no prospect in sight of an early settlement of the labor troubles, and the uncertainty attending all attempts to carry on building operations, the Hardware dealer was surely hurt, and found little in the situation that was encouraging. To sell goods enough to pay running expenses and meet his obligations was a problem that furnished food for very serious reflection But the fact that the storm was weathered and that very few failures were reported speaks well for the soundness of the Hardware merchants in general, and indicates that cool heads and men of good business ability were not wanting in our line of business. The question that was foremost in the mind of every dealer was, what has the future in store for us? The approaching Presidential Election with all of its dire uncertainties was another factor to be considered. What would be the result, and what would be the result upon business if a change in the administration should come? In the early Fall the situation began to brighten. The excellent showing of crops in the West, and the great prosperity of the South and the general impressions that there would be no change in our administration began to affect business favorably, and active buying of steel set in, and as soon as it was known that the improvement in the steel situation was not due to speculative buying, but for actual consumption, confidence became stronger and the general outlook was much more hopeful. Should no unforseen complications arise, and if labor leaders can be brought to see the wisdom and the

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importance of pursuing a conservative policy, and give building operations a chance to resume, there is no reason why we should not have a continuance of prosperous times.

Conditions in Arkansas could hardly be better, according to the President of the Retail Association of that State,

HAMP WILLIAMS,

who writes as follows:

In reviewing the past year's business, 1904, I must confine myself to local conditions, as a retail Hardware dealer has but little time to study conditions away from home. We have had a bountiful crop of everything, and a most delightful Fall for harvesting Prices have been good, and labor well employed; and notwithstanding the Presidential election and World's Fair, (that most merchants predicted would demoralize trade and create a stringency in money circles) have passed and gone, during which time we have had an excellent business, fair profits, and good collections.

We are now entering the New Year, 1905, under the most favorable conditions; with a newly elected President, and the great World's Fair passed into history, leaving our country in fine condition, the money market easy, and with an advance on all steel and iron products, we can, with safety, predict a great business for the coming year. And when we consider the past year's business, and view the bright prospects for the future, we should certainly be very thankful, and "praise God from whom all blessings flow."

THE DRAWBACK ON TIN PLATES.

We earnestly approve the demand of our tin plate manufacturers for the abrogation of so much of the drawback provision of the tariff of 1897 as applies to tin plates. The original reason for this application of the drawback provision, which provision has been embodied in all our recent tariffs, has ceased to exist. When a tin plate industry had no existence in this country the extension of the drawback privilege to the shippers abroad of petroleum, canned meats and vegetables, canned fruits, fish, oysters, etc., was justified because tin plates of domestic manufacture could not be obtained, and the duty paid on imported tin plates which afterwards exported in manufactured forms, if it had been retained in the treasury, would have been a check upon our foreign trade. But this country is now not only able to supply tin plates in sufficient quantities to meet all domestic demands, both for home use and export, but it can do this at prices very much lower than those which prevailed when our exporters of canned goods were compelled to buy foreign tin plates. Fair play and the public welfare would seem, therefore, to demand that hereafter the exporters of canned goods should not be paid a bounty out of the United States Treasury to induce them to use foreign tin plates. If exporters of such goods should prefer to continue to use imported tin plates they should be required to pay the same duty as other importers of tin plates, with no benefit of drawback. The treasury would gain in needed revenue. Furthermore, it has been represented that it is easy to commit frauds upon the revenue under the drawback provision, so far at least as it relates to tin plates, and in this representation lies an additional reason for the abrogation of this provision to the extent that we have suggested.—*Bulletin of the American Iron and Steel Association.*

MARKETING GOODS ABROAD.

From a series of consular reports on this subject we gather that illustrated catalogues and correspondence by mail can hardly be relied on to develop much business with foreign countries Low price lists and quality of goods go a long ways toward attracting attention to one's wares, but their sale cannot be made on a large scale by the use of printers' ink alone, even though one employs the language of the country for which the advertising matter is intended; literature printed in English and destined for Italy, for instance, or for that matter any other country where English is not generally used, is well-nigh profitless. Resident agents seem to carry the most weight, but care must be taken in selecting such emissaries, as local native agents are not always anxious to push the sale of American goods. Commercial travelers, when properly equipped with not only samples, but a thorough knowledge of the language of the country in which they expect to work up trade, are the best substitutes for the resident agent. So, also, it is well for the commercial traveler to cultivate the social side of his customer, as future trade may follow. In this respect, as well as in many others, the German salesman in a foreign land is an excellent example. Generally speaking, the German agent is in no great rush, but goes quietly along obtaining the details of his line and remains until he has as full a knowledge of the trade as it is possible to obtain. Continental houses frequently succeed where Americans fail because they grant longer credits, sixty to ninety days being common, while six to nine months are not infrequently allowed.

DEATH OF FAYETTE R. PLUMB.

Hurrying West with an invalid daughter in the hope of saving her life, Fayette R. Plumb, probably the best known manufacturer of edged tools in the United States, died suddenly on Saturday last, in Hot Springs, Ark. Despatches which brought the news to the family here indicate that Mr. Plumb caught cold on the train and died either of pleurisy or pneumonia. Miss Georgiana, the daughter, who is ill of consumption, is in turn giving up



FAYETTE R. PLUMB.

her own hope of life in the balmy air of the Southwest and is returning with her father's body. Miss Plumb for the last two years had been in the Adirondacks, but, not gaining strength, her father started to take her to a sanitarium in Arizona, and they were about to start on the last stage of the journey when Mr. Plumb was seized with his fatal illness. Fayette R. Plumb is a brother of Ralph Plumb, the Buffalo bolt manufacturer, and was himself the head of the Fayette R. Plumb Company, incorporated, of Philadelphia. The hammers and edged tools bearing his name are known the world over. He was a former vice-president of the Union League, president of the Manufacturers' Club and the first president of the American Hardware Manufacturers' Association, which largely controls trade conditions. He is survived by a widow, four sons and two daughters.

DEATH OF FRANK CLATWORTHY.

Frank Clatworthy died at the Hotel Marie Antoinette, New York, Monday morning, January 2. Mr. Clatworthy will be remembered by the trade as the senior partner of the former firm of F. & W. Clatworthy, New York, who for over 20 years and until May, 1891, were the sole agents in the United States for Joseph Rodgers & Sons' Sheffield Cutlery. Mr. Clatworthy was born in England and was in his sixty-sixth year. He was a man of high character and pronounced ability. He is survived by his brother, William, who was the junior member of the firm.

MINNESOTA RETAIL HARDWARE ASSOCIATION.

The annual meeting of the Minnesota Retail Hardware Association will be held at Duluth February 23 to 25, inclusive. The headquarters of the association will be at the Spalding, the leading hotel of the city, and the sessions will be held in the audience room of the Lyceum Theatre. All railroads entering Duluth are making special rates—one fare for the round trip is expected—and all the hotels are guaranteeing a special price to those in attendance. It is expected that the attendance will be in the neighborhood of 500, including members and others. The Programme Committee has already mapped out its work and has the programme well along. It is hoped all this effort will make this one of the very best meetings of the association. As a wholesale Hardware point Duluth occupies a conspicuous place, and there are many interesting attractions from a Hardwareman's point of view.

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RECENT TRADE PUBLICATIONS.

THE GURNEY REFRIGERATOR CO., Fond du Lac, Wis., are the authors of an attractive catalogue, embracing refrigerators of their manufacture. This is their illustrated catalogue and price list No. 14. In this book they assure their patrons that the former excellence of their goods will be maintained in every respect. They claim to have the largest and best refrigerator works in the world, and have branches and distributing points in all the large cities in this country. The capacity of their factory, which is now being pushed, is two hundred refrigerators a day. They have recently completed a new storage warehouse, thereby doubling their former capacity, and are therefore able to promptly supply all demands for the trade. They claim superiority over all other makes by reason of its improved construction in the following points: Cleanliness, free circulation, economy in the use of ice, condensation and dry air, low average temperature, freedom from condensation on inner walls, freedom from damage by use of ice picks, proper location of drip pipes and long life. If you are interested in Refrigerators don't fail to secure one of the Gurney catalogues.

THE MARLIN CO., Cleveland, Ohio., have issued a most artistic pamphlet catalogue which is their No. 104, and covers Specialties manufactured by them. Included are: Wire on spools, wire belt lacing, cast steel music wire, solid wire clothes lines and stove pipe wire in 50-foot coils. The book is envelope size, and is the neatest one of its kind ever brought to our notice. It is illustrated throughout and contains list prices on all goods. A specialty made by them is the Retail Dealers' stock of spooled wire and the catalogue shows the lowest prices at which the wire is sold at retail. This assortment contains 147 spools of black and tinned annealed steel, copper and brass wire, and comprises almost every size likely to be called for. It has been put up by them especially to meet the demands of the retail Hardware trade, and it covers all of the most salable sizes without any dead stock. It will readily bring over $10.00 at retail, and represents a large profit to the retailer. Don't miss an opportunity to secure one of these catalogues if you are interested.

THE DANA MANUFACTURING CO., Cincinnati, Ohio, have issued recently an attractive envelope size pamphlet catalogue of Peerless Iceland Freezers, the particular feature of which, they state, is the "one motion." They claim it has the fewest parts, and only one motion—all that is necessary for the effective freezing of smooth, delicious cream in three minutes. The can revolves around the stationary dasher. The quick freezing is accounted for by the peculiar construction of the dasher and the way it handles the cream set in motion by revolving can. Magazine advertising, back covers in colors, the biggest and best space it is possible to buy, they state, makes Peerless Iceland freezers favorably known to every freezer user in the country. This advertising of an article of merit, together with systematic co-operation with dealer and jobber, is the strongest kind of selling force, and accounts for the already great and growing demand for Peerless Iceland Freezers. Their catalogue may be had for the asking.

THE ROCHESTER STEEL STANCHION CO., Rochester, N. Y., are distributing an envelope size catalogue descriptive and illustrative of the Rochester all steel stanchion which they manufacture, and which they state is built upon the most approved mechanical construction, and has no weak parts to break or wear out. By its use the cow can swing her head in any direction with perfect freedom, with plenty of room to stand up or lie down. One of their catalogues will be sent upon request.

W. H. ANDERSON & SONS, 21-31 St. Aubins Avenue, Detroit, Mich., have recently placed in the hands of the trade a neat and attractive pamphlet catalogue, of the long envelope size, exploiting their line of automobile and gas engine forgings. This is a "Book of Reasons," showing only a few of the forgings they supply to gas engine and automobile manufacturers. They state they do not make what are commonly called "drop forgings." Their forgings are made from exceptionally high-grade, open-hearth machinery steel—the best that money can buy. They manufacture "special" forgings from the grade of tool steel best adapted to the purpose. Their catalogue is high grade in every respect and contains many fine sectional illustrations of the goods they make. If you are interested, secure a copy of their book, "High Grade Cranks for High Grade Engines."

THE ABINGDON TRAP CO., Abingdon, Ill., have sent us one of the most unique and up-to-date little pamphlet catalogues we have seen. The green cover has an oval opening in the centre, through which the words "Something Catchy" show, making a decidedly "catchy" appearance to the cover. The traps illustrated in the booklet are the result of long experience, and they state, it is with pride they declare them to be original, exclusive in design, and to have features not possessed by any other makes. They challenge the world to produce their equal. If not already received, one of their catalogues is well worth the sending for.

THE A. J. PHILLIPS CO., Fenton, Mich., are placing in the hands of their patrons their 1905 catalogue of screen doors, window screens, window screen frames, snow shovels and popular novelties. The material they use in the construction of their screen doors is both soft yellow and Norway pine. The stiles and rails are 3¾ or 2¾ inches wide (nominally 4 and 3 inches), bottom rail 5⅝ inches; thickness, ⅞ or 1⅛ inches. Doors, 1⅛ inch thick (except high grade patterns), are full mortised, glued and pinned with steel dowel pins. Doors, ⅞ inch thick, are put together with long 7-16 inch threaded hardwood dowels, well glued. All patterns except the No. 1-A, B and C doors have flush beaded mouldings over wire cloth, the opposite side beaded to correspond. The best steel, green or black, double selvage, 12-mesh wire cloth is used, well strained and put on with tacks, permitting rewiring of the frames. All natural finish doors are shipped with black wire cloth unless otherwise ordered. Six doors are packed in a crate. The above book will be found most useful to all Hardware dealers, who will be supplied with a copy upon application.

THE SOUTHINGTON CUTLERY CO., Southington, Conn., with offices and warerooms at 42 Murray Street, New York City, have issued a pamphlet catalogue which exploits exclusively their line of Curry Combs, which covers a large variety, among which is the Improved Curry-Comb. The bars of this comb are made of fine grade of spring steel, convexed and fastened to steel shank in such a manner as to secure great strength and flexibility. They claim it will do the most effective work in shortest time without irritation to the most sensitive horse. It is made with black enamel handle and has steel shank riveted through handle. All of their goods are packed one dozen in paper boxes, and in cases of twenty-four dozen, excepting combs Nos. 000 and 000½, which are packed about thirty dozen in a barrel. All combs are shipped direct from factory. They make no charge for packages. On shipments of one hundred pounds, actual freight allowed up to but not exceeding 50 cents per hundred pounds. Those interested in this useful staple will do well to obtain a copy of the above catalogue.

THE GRANITE STATE MOWING MACHINE CO., Hinsdale, N. H., are distributing their catalogue and price list No. 1, which is neatly gotten up, and has a very artistic cover. Among the Mowing Machines illustrated is the New Ideal, a high wheel machine, in the construction of which, they state, no pains have been spared to produce a perfect working mower. It has noiseless ratchets and ball bearings. Height of the driving wheel is 10 inches; diameter of the cylinder is 6¾ inches and they are made in four lengths of cylinders, 20, 18, 16 and 14-inch. All mowers made by this company are furnished with a flexible handle, nicely finished and so constructed as to withstand wear and exposure. Cylinder blades and bed knives are of special tempered steel of best quality. All are geared both sides, insuring a perfect movement. The New Ideal, Mystic and Rover mowers are fitted with adjustable rolls. The rolls to the Granite State and Granite State B. B. can be removed, making them peculiarly well adapted for terrace work. They claim these are the only mowers so made. Attention is directed to the excellent woodwork about their mowers, which they claim will be found much superior in style and finish to the usual contract work. Send for a copy of their catalogue.

PRICE OF RESPECTABILITY.

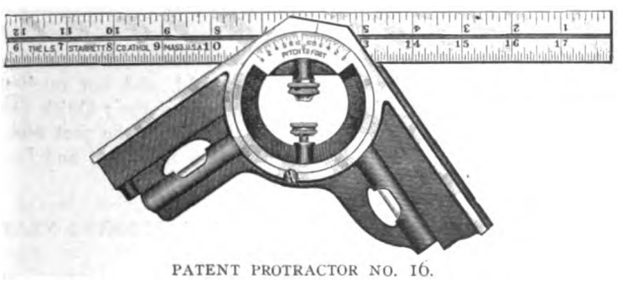
It's wages when you get four dollars a day; but it's a salary when you get ten dollars a week.—*Life.*

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NEW GOODS AND SPECIALTIES.

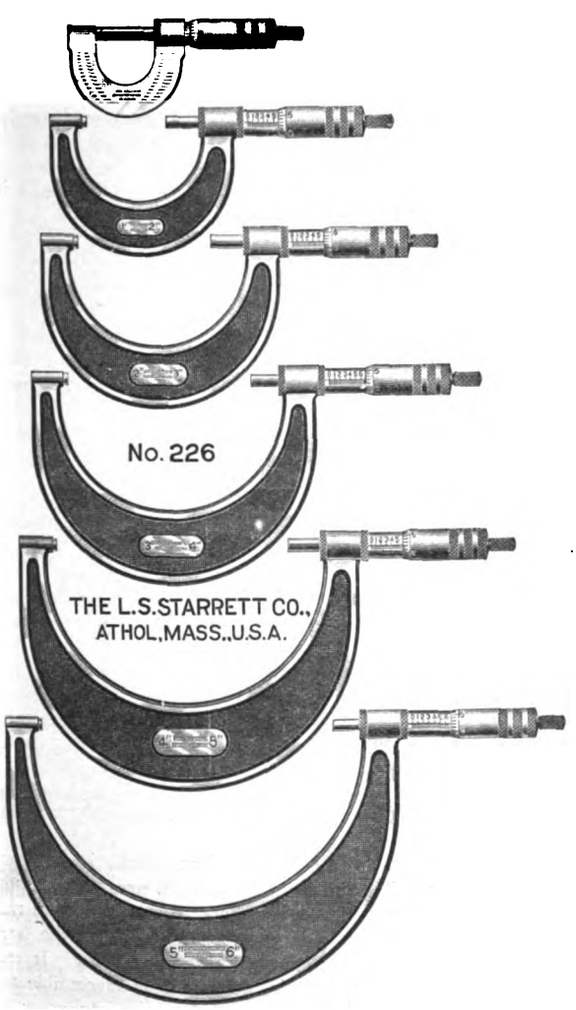
STARRETT'S NEW TOOLS.

Among the new tools announced in the supplementary catalogue just issued by L. S. Starrett Co., Athol, Mass., is the Patent Protractor, No. 16, illustrated herewith. The Protractor Plate closes in the stock either way against a stop, making a perfect square, plumb and level. The turret is graduated on both sides, one in degrees, the other to show pitch to the foot, so that the plate may



PATENT PROTRACTOR NO. 16.

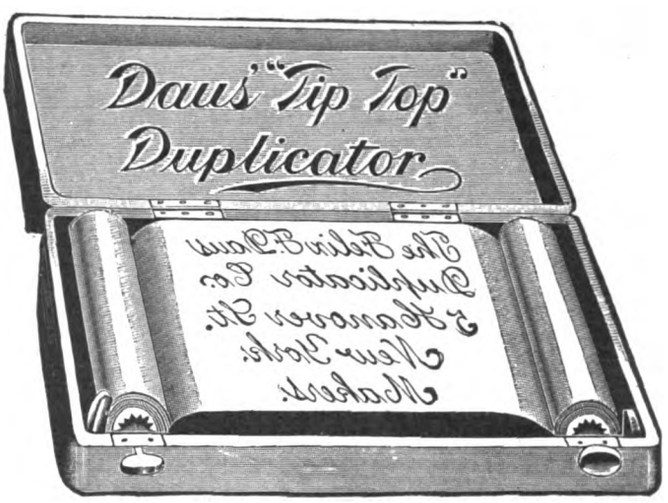
be set by the graduation for laying off angles to any degree or any pitch, and the outside branch of the stock will be right to lay out the complementary angle without mental calculation or error, for valley roofs, bridge work, stair gauges, etc. The protractor may also be used in place of the Carpenter's old-time steel square with the advantage of being packed in a chest without taking up so much room. A number of new Micrometers are also mentioned in this firm's supplement. These goods, it is announced, meet the demand for accurate gauges at a low price, and are better adapted for general use than the vernier or bar Micrometers, as they can be set quickly for the different measurements and



are more easily read. The Micrometers illustrated herewith will measure from one to six inches and each is graduated to read by thousandths of an inch; is furnished with Starrett's patent lock nut, and is set with or without ratchet stop as desired. The frames are drop forged from bar steel and nicely finished. These goods will be supplied either single or in sets, as desired.

THE "TIP-TOP" DUPLICATOR.

The Daus "Tip-Top" Duplicator is meeting with an exceptionally good sale among Hardwaremen, the up-to-date dealer having found that there are many ways he can use the machine to an advantage and further that there is a good demand for it among his customers, due to the extensive advertising done by the manufacturer. In operation the "Tip-Top" is very simple. The "Tip-Top" coated paper is stretched and made ready to use by turning the two cog wheels. The original to be copied is written with ink supplied on a hard smooth ledger paper. A special Duplicator ribbon is furnished for typewriter work. The original, when dry, is laid written side downwards on the Printing Surface, smoothed lightly in every direction with the hand

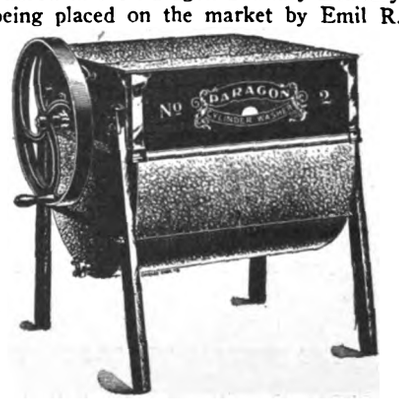


THE "TIP-TOP" DUPLICATOR.

and left to adhere 1½ to 2 minutes. This produces the negative. On this negative, immediately and in succession, the sheets to be printed are placed by smoothing lightly each sheet with the Rubber Smoother and removing it quickly until the desired number of copies is produced. No washing is required; although visible, the old ink of the previous negatives will not show reprints, it will entirely absorb itself in a few days. In this way the same roll can be used from 5 to 10 times over and over again. Reproduction can be made on any kind of paper, smoothest is best and from 100 to 150 copies can be made from one original. The "Tip-Top" which is illustrated herewith is made by the Felix F. Daus Duplicator Co., 111 John Street, New York. A discount of 33⅓% is made to Hardware dealers on complete machines.

THE PARAGON SANITARY WASHER.

We illustrate herewith the Paragon Sanitary Laundry Cylinder Washer, now being placed on the market by Emil R. Beckert,

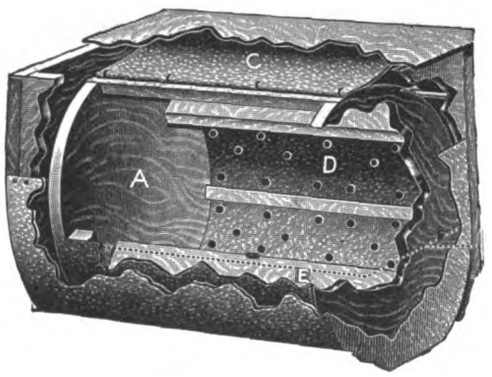


THE PARAGON SANITARY WASHER.

1175 Third Avenue, New York. There are several points of merit concerning this machine that are well worthy of the atten-

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tion of those in the retail trade. It is claimed that the Paragon is much different from the ordinary iron machine and that instead of being in any respect a clumsy affair is really an ornamental Laundry utensil The outer tub of the Paragon is made

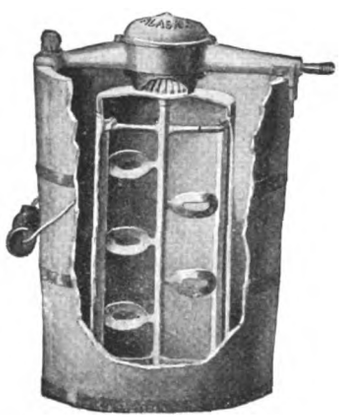


INSIDE VIEW OF CYLINDER.

of heavy galvanized steel, preventing any possibility of leaking on account of shrinkage, and making the machine odorless. This machine is of exceedingly simple construction, having no complicated parts and no iron hoops. It is claimed that its operation is absolutely without noise and that it takes up less floor space than any other washer. It is equipped with a serviceable metal faucet for water outlet. This machine, as will be observed, is built on the revolving cylinder principle in use by leading launderers, and it is claimed that this system has long been conceded by experts to be the most effective and the least injurious method of cleansing clothes. The Paragon is built in two sizes; one with a capacity of 12 shirts, known as Family size, and the Hotel size with a capacity of 25 shirts.

THE ALASKA FREEZER.

We give herewith a sectional view of the Alaska Freezer, made by the Alaska Freezer Co., Winchendon, Mass. In offering this freezer to the trade this firm calls particular attention to the tubs used. They are made of selected staves of old growth North Pine, thoroughly kiln dried and scientifically treated with a paraffine and oil preparation, rendering them positively waterproof.

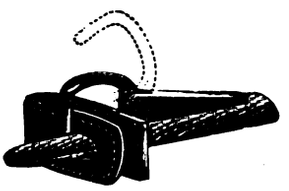


THE ALASKA FREEZER.

The Alaska Co. guarantees that these tubs will outwear any cedar tubs used for a like purpose. The cans used in these freezers are made of the highest grade of American Charcoal tin plate. All metal parts that come in contact with the cream are covered with pure block tin, the outside parts being galvanized. The special feature of these freezers is the "perpetual motion aerating spoon dasher." The action of this dasher on the cream is such that it is kept deliciously smooth and mellow, during the quick process of freezing. Construction of the dasher is shown in the accompanying illustration.

THE FERNALD TRACE HOLDER.

The Fernald Manufacturing Co., North East, Pa., well known as manufacturers of easy selling Specialties, have recently placed on the market the Fernald Double Trace Holder. This specialty was patented November 15th, 1904, and seems to possess many points of merit when compared with other articles in the same line. The accompanying illustration will show how the specialty is used. In placing this article on the market, the Fernald Co. say: "In offering the Fernald Trace Holder we do so believing it

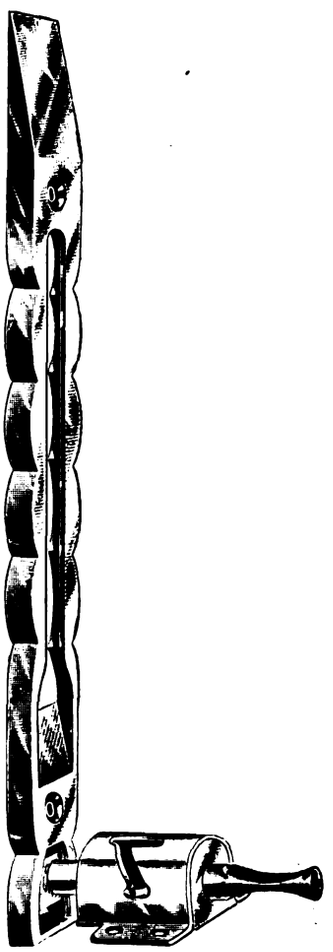


THE FERNALD TRACE HOLDER.

to be the best on the market, and the only one, sold at a nominal price, that will hold the trace as it should, and not catch the horse's tail." This firm has recently improved their Quick Shift, which has met with such enormous sale during the past several years, by adding a new Bail Guard, and a new Bail and Lever as well.

A NEW SAFETY WINDOW LOCK THAT PERMITS VENTILATION.

The Safety Window Lock & Ventilator Company, 21 Quincy Street, Chicago, Ill., are placing upon the market the Safety Window Lock and Ventilator, illustrated herewith. This very interesting and useful invention is a lock for a window which does away with the old style center lock and which, providing



SAFETY WINDOW LOCK AND VENTILATOR.

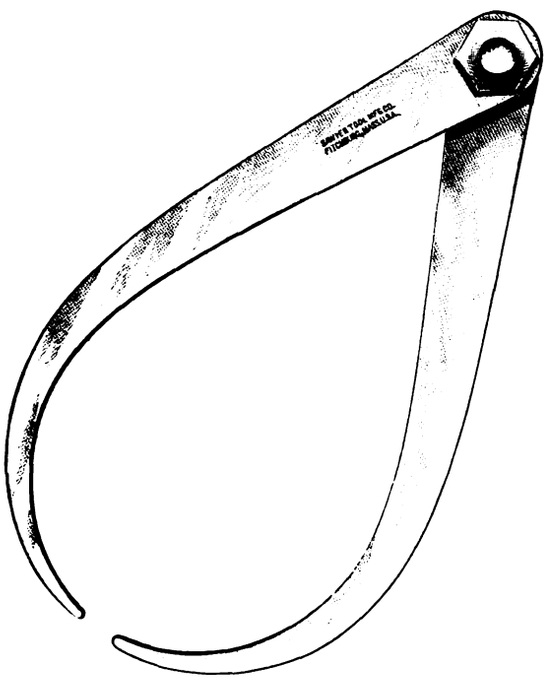
perfect security, also allows of a sufficient ventilation. This device consists of a ratchet and lock whose bolt, pressed by a spring, is thrust into the depressions or ratchets and prevents the raising of the window. The casing of the lock is made of the hardest steel and the spring is made of the finest piano wire. It cannot be broken by the use of a jimmie, neither is it susceptible to being worked from the outside by means of a wire, string or knife, even when the glass is cut and the burglar tries to manipulate the lock through the opening, he is helpless, as his arms act as a wedge between the sashes and prevent their upward or downward movement; as soon as his hand is withdrawn, the spring

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flies back into its previous position. The sashes of course, can be raised or lowered a few inches for ventilation, but even then they are safe from the burglar. This constitutes a distinct advantage for the Safety Lock, as it enables the person using this lock to secure fresh air and not sacrifice security to health. When it is desired to raise the sash to its full height all that is necessary is to pull out the spring bolt, preventing the nut from entering the large opening at the bottom of the slide, and when opening is passed the nut slides easily against the outer surface of the groove.

BEESWAX JOINT CALIPERS.

The Sawyer Tool Manufacturing Co., Fitchburg, Mass., are the manufacturers of a new line of Calipers that are made with Cook's new beeswax joint, and are illustrated herewith. They



BEESWAX JOINT CALIPERS.

embody every desirable feature found in other Calipers, with the addition of the above desired excellence, which is alluded to as giving the firmness of feeling desired and appreciated by all mechanics when using a tool of this kind. The problem of properly applying beeswax to a caliper joint in a manner that the beeswax



is retained for an indefinite period, whether the tool is constantly or only occasionally used, has been successfully solved by this invention. The pockets for holding the beeswax are made in such a manner that they in no way impair the utility of the joint, but rather add to it. These Caliper joints must be tried to appreciate their real value.

THE LAMSON & GOODNOW M'FG CO.

The Lamson & Goodnow Manufacturing Co., Shelburne Falls, Mass., have been manufacturing for the past twenty-five years a very attractive line of table and other cutlery. Their line of goods includes everything from a cheap form of kitchen knives to a high grade of pearl or celluloid handled knives for ordinary



LAMSON & GOODNOW'S CUTLERY.

table use, all styles of carvers, including an especially attractive line of stag handled knives; one of these is illustrated herewith. Special knives, such as bird carvers, bread slicers, cheese knives, fruit knives, etc., are also made in great variety, and their butcher's goods and other knives have for several years found large sale in the trade.

A WORSE FEAR.

"Sorry, boys, but I'll have to be getting home," said Underthum at the club. "My wife expects me before midnight."

"What's the matter? Afraid she'd go for you if you stayed any later?"

"No; I'm afraid she'd come for me."—*Philadelphia Press.*

♠

SHE—Can you tell the future from one's hand?

HE—(Absently)—If it contains four aces I can.

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WITH OUR CORRESPONDENTS

THE ALBANY TRADE.

My highly esteemed friend, the editor of HARDWARE, is a man of too much experience to think that a busy Hardwareman burdened with all the cares of a business of considerable extent, can lay aside everything and evolve a suitable letter recounting the conditions of business for the past year, and prophecying what they will be for the coming new year, but we will briefly undertake to reply for the sake of old acquaintance and as an accommodation to an old friend and to aid in a feeble way his enterprising paper. With this understanding we are pleased to say that the business conditions in this section, with our house in particular,

HAVE BEEN FAVORABLE FOR THE PAST YEAR

in point of volume of business. While some months have fallen behind last year's record, other months have shown a considerable increase so that we estimate that the footings of the year will prove to be a trifling percentage over 1903. The fluctuations in prices have been considerable, some being higher and some lower than previously and the expenses of business have been fully as high if not higher than the preceding year but to determine what the aggregate result will be, necessitates waiting for the inventory that as yet has not been taken. We, however, feel that a satisfactory showing will be made that will prompt us to continue our business on about the same lines as we have in the past. The favorable reports of crops and the steady running of mills and factories and all other influences of this character seem to promise a good outlook and if the fickle weather will give us a good ice crop, which is quite an important factor in this section, we may look for an excellent start in business immediately after the holidays.

The strengthening in prices of raw material is already showing its effect in the price of manufactured goods and

HEAVY PURCHASES HAVE ALREADY BEEN MADE BY JOBBERS

for early Spring shipment in the belief that this is a wise move and on the basis that "goods well bought are half sold."

The holiday trade has developed fairly. Re-orders from smaller dealers were received and we believe in this particular branch of the Hardware business the usual returns were to be expected.

We hardly know what recommendations to make for the good of the trade. Level headedness and industry will invariably win in the long run.

THE UTILIZATION OF PRACTICAL IDEAS

which we all acquire from time to time by the suggestions made in our trade papers all help to build up our business and we believe that well established houses who keep watching their business carefully and pushing their several departments intelligently and steadily may count on good returns for their efforts. We hope that all will realize their fullest expectations and good returns for the energy and capital now employed in their business.

ALBANY HARDWARE & IRON CO.

THE PHILADELPHIA TRADE.

The year 1904 will be remembered for the surprise given the trade in the fall of that year when after a period of some hesitation and uncertainty confidence was abruptly restored, and prices took a sharp turn and began to move upward while the demand developed to large proportions. It is difficult to recall such a sudden change in the general condition of affairs. During the summer railroads had in some cases been cutting down their expenditures, laying off men, and stopping new work. Many

MANUFACTURERS WERE REPORTING BUSINESS VERY QUIET,

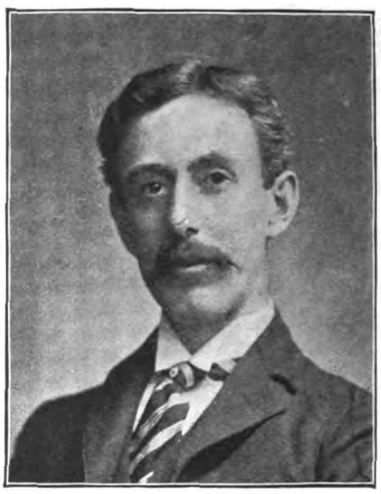
and others were only working on partial time. The general feeling of doubt and uncertainty prevailed, and every one was waiting for something to turn up. The unexpected happened, and the decided tone of the presidential election confirmed this feeling in such a hearty way that assurance became general and

A MARKED EXPANSION OF TRADE WAS IMMEDIATELY SEEN.

A careful canvass of the manufacturers shows that almost without exception they are heartily pleased with the outlook for 1905. Many report that orders now on hand exceed any period of their history, and the new year is waited with the general hope that it will prove most satisfactory and prosperous.

We can only trust that these hopes may all be realized, and that 1905 will indeed bring the prosperity which belongs to the hard-working Hardware trade. We greatly doubt whether there are many lines of business which involve such detail and arduous work, and we are inclined to think it a safe claim that in no other line of business is there so much brain and ability expended for equal returns.

As to prices, a number of advances have been announced and even where goods have not risen in price the feeling is frequently expressed by manufacturers that the present



JAMES H. RITTER OF BIDDLE HARDWARE CO.

HIGH PRICE OF LABOR AND MATERIAL MUST FORCE A HIGHER LEVEL

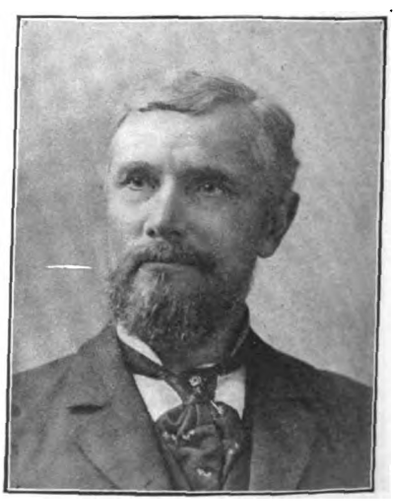
of prices in the near future. The annual revisions of quotations are now being made and the upward trend is most noticeable.

We take this opportunity, even although it may be somewhat late, to wish all our readers a most happy and prosperous New Year.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

Jobbers and retailers are usually invoicing to find the result for 1904. Invoices will be benefited very little by advances in prices, as most manufacturers have postponed changing until they are compelled to purchase new material. But most goods in the Hardware line will likely be materially advanced during the present month. It may seem an anomoly that manufacturers, jobbers and retailers are adverse to advance in prices. They are all inclined to sell at the old price until they are compelled to pay



HON. C. B. LOCKWOOD.

the advance, and some of them hold the old price after a decline, and that is the matter with the retail trade.

SUCCESSFUL BUSINESS MEN MAKE PRICE BASED ON VALUE

and advance or decline as the market does. If they lose trade by advancing they regain it by declining, and are much more likely to secure permanent trade. Dry rot and overstocks result from never changing prices. Now is the time to discover unsalable goods and find out why they have not sold and take means to correct it. Such goods should not be invoiced twice. Prices

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should be made on them that will sell them and they should not be overlooked until they are sold. If the merchant's books can be kept clear of old accounts and stock clear of old goods, it is evidence of business ability.

The prevailing tendency to be in a hurry to enjoy the luxuries of life often prove fatal. It is wiser to lay the foundation for that and show ability to pay for them before indulging in them. The steadily improved financial condition is so essential to happiness that the

AIM TO MAKE THIS POSSIBLE IS OF FIRST IMPORTANCE.

Every consideration of duty to yourself, your family and your creditors forbids that you permit your expense to exceed your income. That contingencies may sometimes compel this is sufficient reason for planning against it.

Now is the time to settle accounts, taking notes if cash is not paid, as old unsettled accounts are worse than old goods as an asset. At the end of each year every business man should know how he stands financially and be in condition to revise reports to mercantile agencies. Some merchants decline to make such statements, esteeming the agencies' inquiries as unwarranted prying into private matters. But this is a mistaken policy.

RELIANCE ON THESE REPORTS HAVE BECOME SO UNIVERSAL

that refusal by merchants to make them creates distrust and suspicion. A large capital is not as essential to credit as frankness. Any apparent desire to conceal facts is detrimental. A small capital, other things being favorable, does not prevent high grade of credit.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

The year 1905 opens with good promise for the city of Pittsburg. Our principal products are coal, coke, pig iron, steel and its products such as rail, cars, structural shapes, tin plate, wire and nails. Also window glass and glassware. All of these show a very marked improvement over 1904 at the beginning of the new year, and

THE INDICATIONS ARE FOR A RECORD BREAKING OUTPUT.

If a person even five years ago should have predicted 20 million tons of pig iron as the amount that will be produced in 1905 he would have been thought an enthusiast, yet that is the figure confidently expected to be made this year by careful forecasters.

The slump in the country's business lasted some 15 to 18 months



GEORGE B. LOGAN.

and while it was an uncomfortable contrast to what we had been accustomed to for the previous five years, seemed to be a necessity to get rid of

THE FEVERISH ACTIVITY WHICH HAD RULED IN THE MARKETS

for a year or two. A reaction was due and we think the country is to be congratulated that it lasted only 18 months instead of five to six years as in previous dull periods.

Everything favors good business and we do not see that anything short of some unforeseen public calamity can prevent it. The crops of 1904 were good and the prices received for them were good, thus placing the farmers of the West and South in position to buy both necessities and luxuries. Large enterprises that had halted during the dull period will now go ahead as

CAPITALISTS HAVE CONFIDENCE IN THE IMPROVED CONDITIONS.

Money is plentiful at low rates of interest and can be had for all legitimate business. Political matters in our national affairs have been settled for a term of four years longer, by an emphatic endorsement of the present government, so that a settled policy may be counted upon in this direction.

Locally we hope for the improvement of our rivers by the National Government, a matter which has been moving very slowly and should be hastened. While the direct benefit would be felt most in Pittsburg,

THE WHOLE MISSISSIPPI VALLEY WOULD FEEL THE GOOD EFFECT

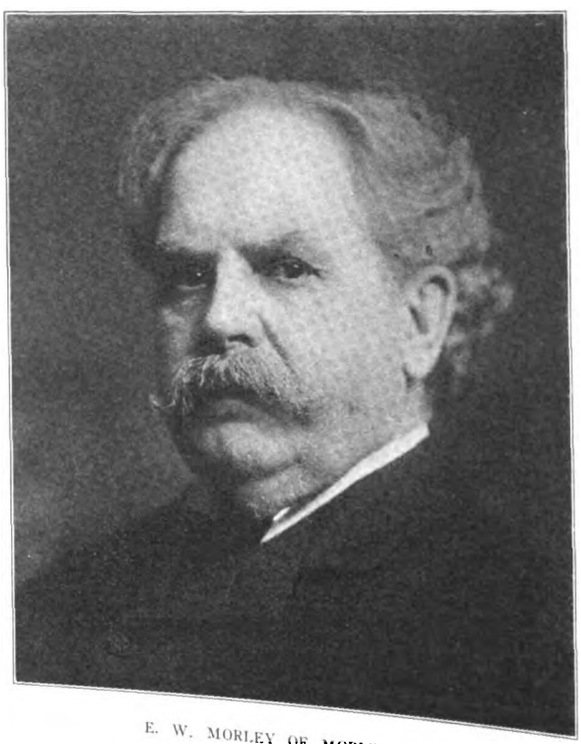
of cheapened transportation for coal and steel, lumber and cotton and numerous other products to and from this market. If this improvement were made, Pittsburg coal would supply the fuel for ocean steamers through the Panama Canal without breaking bulk, and both of these improvements should be finished simultaneously.

Quite an interest has been excited recently by a new movement for a greater Pittsburg. We have adjacent to the city, Allegheny with 150,000, McKeesport with 50,000 and numerous boroughs with from 10,000 to 25,000 population, which are to all intents and purposes, except in the corporate name and management, one city and should be consolidated. The political managers are said to be in favor of the movement at this time, so that there is more hope of success than in former efforts in this direction. We hope to have Pittsburgh take its proper position in rank of the cities of the country within the next year or two.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

Your letter asking our views for business for 1905, is at hand. We think the Hardware business prospects look much more favorable than they did in 1904. In 1904 dealers bought very cautiously and carried light stocks, as the market was a declining one, and all dealers seemed to be willing to sell on very fine margins, so as to lessen the chances of losing on heavier declining markets. We think after the Hardware dealers have taken inventory for 1904, the results will show them that



E. W. MORLEY OF MORLEY BROS.

IN 1905 THEY SHOULD GET BETTER PROFITS.

Business is always good when the majority of business men make up their minds it should be. As the majority of the business community now think 1905 will be a good year for business, that fact, with the good crops of last fall, will in our opinion make 1905 a good and prosperous year. The crops in this section in 1904 were good; the hay crop was very fine; the sugar beets produced more sugar to the ton than heretofore, and all other crops were also good.

Answering your question, asking what we would recommend for the good of the trade in the future, would say,

KEEP UP THE FEELING THAT 1905 IS GOING TO BE A GOOD YEAR,

be careful to sell only good customers, buy conservatively so as not to get too big a stock and have to cut prices to unload, and always remember to add the cost of doing business to the factory cost, for in order to pay fair salaries reasonable profits must be made to cover them.

MORLEY BROS.

*

"Some people come out of a book like a spaniel out of water, scattering a shower of ideas over you."

"Society, my dear, is like salt water, good to swim in, but to swallow."

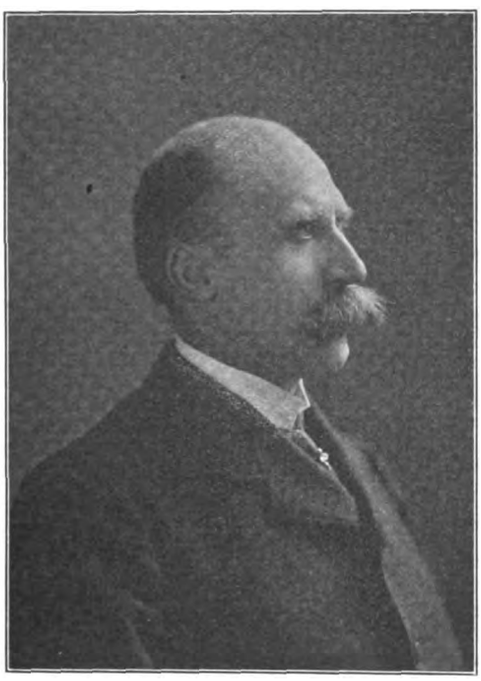
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THE COLUMBUS TRADE.

As the year of 1904 has gone and we start on a new year, it is well to consider what has been accomplished during the past year, and what encouraging and discouraging signs confront us for 1905. It is generally conceded that business for 1904 was not as good as 1903, but we hardly think any one was disappointed, in as much as cautious business men began trimming their sails during the latter part of 1903, fully expecting a squall, but happily for everyone, the squall was very mild. In fact so mild as to be hardly felt. There was a slight decrease in the volume of business in the Hardware line, but so far as we know, dealers both wholesale and retail were as busy as nailers all the past year. There was this difference, during 1902 and 1903, jobbers were overworked. Try as hard as we could, and working a good share of our force until 10 o'clock or later at night, we never could get our orders cleaned up. We were continually getting complaints of slow shipments, which worried us not a little. During the past year, we have been kept busy all the time and worked many nights, but by so doing, we would get all orders up. We did not reduce our force, but increased it. Prices remained pretty firm all through the year. The declines were about evened up by advances, so no one has been hurt.

FAILURES HAVE BEEN FEW AMONG HARDWARE DEALERS,

for which we should all be thankful. Crops have been above the average, the wheat crop being the only one that was really bad, while the hay, oats, corn and potato crops were all excellent, both as to quantity and quality. The fruit crop was also bountiful.



J. H. SMITH.

Taking all in all, we should be well satisfied and thankful for such a prosperous year, and hope for more of the same kind.

There seems to be a well rooted theory that Presidential years must of necessity be off business years, but you can never find any one who can give a logical reason for the belief. The past year will certainly knock that theory in the head, or at least give it a headache. Why mills and factories, and improvements should stop because a president is to be elected is beyond our ken. To hear some talk, you would believe potatoes would be smaller, instead of big long ears of corn there will be nothing but nubbins, pigs will all be runts, rabbits tails will be shorter, all your No. 4 bass will be minnows, and so on, simply because a president is to be elected. If the spell binders could be caged up until election day, nine-tenths of the people would not know it was presidential year and would keep the wheels moving with the same regularity as other years.

What of 1905? Of course time will only tell, but surely everything looks encouraging. With the benefits of the past year, the country is in good shape to forge ahead during this year.

THERE IS LITTLE DANGER IN THE SANGUINE FEELING THAT EXISTS.

Representatives of manufacturers have the feeling that you can't buy too freely, as prices must be higher; but it is well for every business man to consider two very important things when he buys goods. Can he pay for them, and can he sell them at a profit. If they can do these two things, we think most anything in the Hardware line not controlled by combinations, is a safe purchase for legitimate needs. We also feel confident that some articles must bring better prices. We might mention strap hinges, steel butts, bolts, tacks, sledges and shovels. These goods are too low considering cost of material and labor, while some other articles could be reduced in price and still leave good margins for manufacturers. Of course, not being manufacturers ourselves, we may be wrong, but judging from what some goods have been sold for when raw material was no higher than the prices of to-day, there is but one conclusion. There was a heavy loss, or at present prices there is an unreasonable profit. We think some

MANUFACTURERS MAKE A MISTAKE IN FIXING QUANTITY PRICES.

Occasionally the quantity is more than the average jobber or retailer can handle without forcing sales at cut prices, which is demoralizing and unprofitable. For instance, two thousand kegs of horse shoes in a year, one thousand floor registers at one shipment, and some other quantities that are more than small jobbers can handle. In some cases, you must take the maximum quantity every time or pay 5 or 10 per cent more for the goods. Fortunately, our firm has gotten to the point where we can handle the quantities, but we know there are many legitimate jobbers who can not. The same is true of retailers. A dealer on one side of the street can use the quantity to get extreme prices while his neighbor across the street can not. It is unjust that the small dealer has to pay a higher price. He must sell his goods as low as the larger dealer or go out of business. If he meets prices with a nigher cost, he simply ekes out a living while his competitor makes money. Dealers all over the country are opposed to Catalogue Houses, claiming they should be classed as retailers; but manufacturers will tell you their purchases entitle them to better prices on account of the quantity of goods they handle. It is easy for one dealer to sell more goods than another if he buys his goods at a lower price, because he can sell them at a lower price; but if they did not have that advantage, they would only get their legitimate share of business. Dealers who have a small trade could and would sell more goods, and the big fellows would sell less, but the manufacturers would sell the same as there will be a demand for the needs of the people from some source.

THERE SHOULD BE ONLY TWO CLASSIFICATIONS—THE JOBBER AND THE RETAILER.

If a dealer is a legitimate wholesale dealer, he should be so classified, but the fellow who has in prominent type "Wholesale and Retail" should be classed as a retailer for the reason that he is a retailer and only occasionally sells another dealer, and that only when his brother retailer must have something immediately that he has run short on. These retail wholesalers can sell goods lower than their competitor (who does not aspire to the high title) can afford to. Just as the large Catalogue Houses (who in reality do get quantity prices) can undersell the retail wholesaler. Now if the retailer, be he a Catalogue House, or a large or small retailer, all be on the same basis of cost, each one would have to sell goods on his business qualifications. Some people will buy goods from a man they dislike to save a nickel. It is an easy matter for any manufacturer to know who are legitimate jobbers. We claim that in justice, one retailer is not entitled to a better price than his competitor providing he pays his bills promptly, and on the same conditions one jobber is not entitled to a better price than another.

Locally, the outlook for another good year in the way of public and private improvements is good. Most of the large public improvements are only well under way and will be completed during this year. Our City Water Works Dam is well under way, and a filteration plant will be started this year. When completed, Columbus should be provided with an abundance of pure water sufficient to accommodate her rapidly increasing population for many years to come. One new electric road is under construction and another one projected.

COLUMBUS IS CERTAINLY IN THE FRONT OF THE PROCESSION

both in the way of steam and electric roads. That with the many other advantages we have accounts for the satisfactory increase in her population and wealth. The only real drawback is the high tax rate, but that seems to be the curse of every city. Practical business men in every city know tax rates are unreasonably high and all on account of dishonesty or lack of business policies. If tax payers got value received, no one would complain; but that seems to be unlikely. Too many office seekers seek office for the sole purpose of getting a chance to fatten off the public, and there always seems to be an opportunity.

We have a job on our hands that will keep us busy during the holiday season. We refer to

MOVING OUR STOCK TO OUR NEW LOCATION,

one block north of where we are now. Our commodious building is nearing completion, and while we are not boastful, we be-

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lieve we can safely say that we will have as convenient a Hardware store as can be found any where. We will also have practically unlimited room, as we can use if needed, an entire stock besides our warehouse which is four stories high, located on the Pennsylvania Railroad with a private switch 200 feet long. From the switch, we have a railroad of our own running under the street and leading to the main basement. This will be operated by electricity or hand power. We mention this change to assure our customers that we will be in better position to serve their wants more promptly than we have been in the past. We have also increased our force of salesmen to cover territory more adjacent to Columbus than any other jobbing center. We appreciate the liberal patronage we have enjoyed in the past, and with better facilities for handling goods, hope for a larger share of business. THE SMITH BROS. HARDWARE CO.
J. H. SMITH.

THE CHICAGO TRADE.

The Hardware business of Chicago and its tributary territory for the past year has not changed materially from the preceding year. The result of the Presidential election had its influence to materially change conditions from what they were to a healthy, strong, advancing market. With the tendency still looking upward towards higher prices upon a firm, steady, active demand for all classes of metal goods such as Shelf and Builders' Hardware, Cutlery, House Furnishing Goods, Nails, Wire, Tin Plate, Galvanized and Black Sheets, Registers, Strap and Tee Hinges, and the large assortment of goods that accompanies the jobbing Hardware stock of a city like Chicago; for the Hardware jobber of to-day must be

THE GUARDIAN OF HIS CUSTOMERS' WANTS.

He must buy and have on hand for from six months to a year



J. B. NELLEGAR.

ahead. To do this means large capital and immense storage capacity, which Chicago has and which has made her famous as the Jobbing Hardware Center.

When one stops to consider that Chicago is the fifth city in the world in point of population and is greater in the number of its inhabitants than the combined population of the States of North Dakota, South Dakota, Wyoming, Nevada, Montana, Idaho, Utah and the Territories of Arizona and New Mexico, is it to be wondered at that such

ENORMOUS QUANTITIES OF HARDWARE AND METAL GOODS

have to be kept in stock and are used at a very rapid rate every month in the year?

The condition of the country as a whole is very prosperous and especially so with respect to the territory tributary to Chicago. Merchants of this city have it within their power to make Chicago a greater Jobbing Center through the prosperity and growth of the city as a whole. An awakening, however, has come and with the new year the Commercial Association of Chicago, of which our firm is a member, is taking active steps towards making of Chicago a larger and better market for buyers than it has been in the past. For the

FUTURE PROSPECTS OF THE GENERAL TRADE

of the country, we believe that prosperity is in the air. It is reflected in the railway earnings, in the splendid crops of the entire country, in the advanced and firm price of iron and steel, (which is called a barometer of trade) in the confidence of merchants and in the active demand even in the winter season for Hardware and Metals at advancing prices and in the increased wealth of the entire country. We feel that our company is entering upon the new year fully prepared to take care of what we hope and expect to be the largest business we have ever enjoyed. We are purchasing liberally, have given our customers plenty of opportunity to supply, at least, a portion of their business for the early part of 1905 at low prices. Our traveling salesmen have been doing good work, are enthusiastic for the future and will assist us to market the large quantity of goods we have on hand and have coming in.

Assuring our old and new customers that we shall study their wants at all times, being prepared to fill orders upon demand, thereby giving prompt service for which our house is noted. Referring to prices we predict that we have not felt the advance as to what it will be. Let us consider the shortage of ore upon the market with four busy months ahead of us before any new ore can be used; while the ore is the basis from which all our metal goods are made. Already manufacturers have sold far ahead of their supply and are endeavoring to buy manufactured material to work up. This means a great deal when the spring demand opens up as many buyers have not contracted for their spring stock. We believe in what we state and have governed ourselves accordingly. WELLS & NELLEGAR CO.

THE DAVENPORT TRADE.

The year 1904 which has just passed into history, has been peculiar, and possibly, in some ways, disappointing and unsatisfactory. It seems to have been a sort of settling up, or clearing-house year. Hands have been called, and the commercial players have been asked to show what they have in the way of financial resources, to entitle them to the continued

RESPECT AND CONFIDENCE OF THE BUSINESS WORLD.

Some few have been found wanting, but the great majority have been found flush with money, straight in business methods, and with hands full of lucrative orders.

The want of energy and snap in the business of 1904 may be accounted for, in part, by this settling up process, which has necessarily increased the demand for money, and caused the rate of



COL. J. R. NUTTING.

interest to advance from a half to one per cent. in this locality. Credits have been scanned more closely, and orders sifted more carefully. The great World's Fair, it may be safe to say the greatest World's Fair, which has been of incalculable benefit, has attracted the attention of many of our people from work and business, and

DIVERTED A LARGE AMOUNT OF MONEY

from its usual commercial channels.

It was the Presidential year, which always has a more or less depressing effect on business. The markets have, in many instances, been weak, and a downward tendency has prevailed for at least a portion of this period. As disappointing as some of the features of trade have been during 1904, there have been compensating offsets, which will more than balance, and the memories of the year will be fairly pleasant and agreeable.

That there will be

MARKED IMPROVEMENTS IN THE COMING YEAR

admits of little doubt. Among the reasons for this forecast are the depleted condition of stocks in the hands of dealers, which must now be replenished. Crops have been abundant, and are now being marketed at unusually high prices, making it comparatively easy for farmers to increase their consumption of manufactured articles.

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There seems to exist a more friendly feeling between capital and labor, and apparently a growing tendency towards amicable settlements, which are gradually succeeding lockouts and strikes.

While there is a deplorable condition of war prevailing in the far East, and while we fully sympathize with the sentiment, and emphatically endorse General Sherman's definition of war; its existence, however, must necessarily be financially favorable to countries not involved.

Our people are inclined to accommodate themselves to the new and rapidly changing business conditions and methods, and they are more and more impressed with the idea that, no matter how undesirable it may be, concentration,

COMBINATION, COOPERATION ARE BEING REALIZED AS PERMANENT CONDITIONS,

and are being met by friendly organizations, and a growing sentiment in favor of legislation intended to control these gigantic corporations.

The policies of the government are well established, are thoroughly understood, and have recently received the endorsement and approval of our people. With these, and many other substantial reasons that are patent on the commercial weather map, the prospects for prosperity are certainly bright for the year 1905.

SICKELS, PRESTON & NUTTING CO

THE ST. PAUL TRADE.

While our territory did not have a first-class crop, still the average money receipts are as great as usual, though some new sections which have only been farmed one to three years are exceedingly poor, as the wheat crop was badly injured by the rust, but due to the high price of wheat and a good price on other farm products, the average farmer, in all but these new sections is really receiving as much or more money than he usually does for his production.

The result is that the dealer is willing to buy or contract for his spring and summer wants to an unusual extent. His mind is made up to do this because of recent advances in prices with possibilities of more advances in the near future. These higher prices are legitimate if reports that the product of iron and steel for next year is and will be contracted for and that the output of material was never used up as early as at present.

SURELY THE YEAR OF 1905 LOOKS PROSPEROUS,

with a government whose effort is to advance our country to a degree of prosperity, never before equalled, with a President whose ambition seems to be to benefit the people, we feel that conditions could not be better.

Our trade extends over nine States and as far as we know, they all feel that the present prosperous times must continue—the feeling engenders a trust which spreads and causes others to have the same faith. As far as St. Paul is concerned, it never was more on its feet. Thousands of homes have been and are being built. Many extensive

BUSINESS HOUSES HAVE BUILT NEW QUARTERS.

Our jobbing trade is extending to a greater era, and we think our part of the globe is the best of all. Our state has still many virgin acres waiting for men with energy and muscle to develop them. The adjoining States of Wisconsin, North and South Dakota, too have vacant lands, as beautiful and productive as ever laid out of doors so, to the eastern man, we say, with Horace Greeley: "Go West, young man, and grow up with the country."

HACKETT, WALTHER, GATES HARDWARE CO.

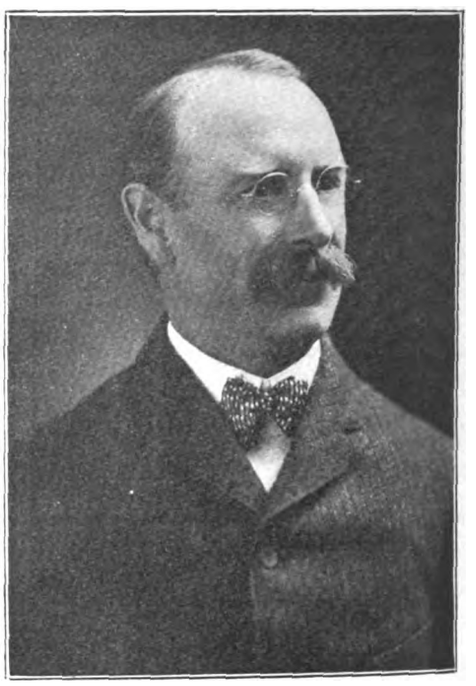
THE MINNEAPOLIS TRADE.

1904 has used Minneapolis and the Northwest as a whole very well. Sections of the territory tributary to us were effected by blight of the wheat crop and individuals suffered, but fortunately the Northwest of to-day is not dependent wholly upon the wheat crop. The farmer that raises nothing but wheat as of old is a thing of the past. All other crops were abundant and brought good prices and as never before were the farmers more free from debt or their indebtedness was so small comparatively that little difficulty was experienced in making satisfactory arrangements to carry them along.

The fact that there was a world shortage of wheat saved the day. A larger portion of the wheat crop was low grade, bad weather during the threshing season being responsible to a large extent, but the high prices prevailing, gave the farmer that was fortunate enough to have a moderate crop a good big price for it. Taking all these facts in consideration and the further fact that o naccount of the larger cultivated acreage devoted to all kinds of crop and a good price prevailing for all classes, excepting cattle, in spite of the adverse conditions in some sections, we think it is pretty generally agreed that the crop of 1904 was worth practically as much money as any crop that was ever raised, therefore the buying capacity for 1905 ought to be as great and conditions favorable as could reasonably be expected. The only weak point in this argument is the fact as already stated that there were sections where the farmers, who depended on their wheat to a large extent will be obliged to economize.

There was an undoubted decline in volume of business for the first six months of the year and we might say a normal volume of business for the last six months as compared with 1903 and a year or two earlier that were record breakers. In spite of the one weak spot in business conditions of 1904, it may surprise your readers to learn the volume of Minneapolis bank clearings for the year and the fact that there was an increase of over $102,000,000 over 1903. Clearings for 1903 were $741,094,348 and for 1904, $843,230,773, an increase of nearly 14 per cent. We hardly know where this comes from, for the volume of the lumber business is not up to the mark and there has been somewhat of a shrinkage in the value, and the flour mills are not running as full as previous years, occasioned in part by the discrimination of the railroads against flour in favor of wheat, thereby practically losing our whole European flour trade, that has cost our millers years of untiring efforts and hundreds of thousands of dollars to establish, and another factor that has entered into this to some extent, has been scarcity of sufficient No. 1 hard Northern wheat to mix with lower grades to produce the high standard of flour that Minneapolis millers furnish.

As to the bank clearings again. The growing importance of Minneapolis as a commercial center is indicated here. Our manufacturing is not confined to flour and lumber to-day by any



W. K. MORISON.

means. Agricultural implements enter into the case with considerable prominence. This city being the second largest distributing point of this class of goods in the world and this fact is being recognized more and more by the large concerns locating have immense distributing warehouses. Several six and eight-story buildings having been erected in the last two or three years for this purpose and each concern's business running into millions.

We have two large structural steel plants, one a branch of the American Bridge Co., the other only two years old, already doing an enormous business and manufactures engines and machinery as well as doing structural work, these together with a better movement in Real Estate and a larger volume of building operation combined show where the increase in the bank clearings have come from.

BUILDING OPERATION, PAST AND FUTURE.

Building permits for 1903 were $6,200,000; for 1904, $6,700,000: a gain of $500,000 or a trifle over 8 per cent. This money has probably to a greater extent than ever before, been used in home building, but in spite of this fact it is pretty nearly safe to say that there is a great scarcity of good desirable dwellings or flats vacant to-day, than ever before and this applies, not only to high priced apartments, but it is true all along the line. In consequence rents have materially advanced, landlords have been more exacting as to the class of tenants, and this is getting to be quite a serious matter. This is especially true with families where there are young children, landlords giving preference to families without children or where they are of more mature age. This fact has probably had a great deal to do with the increase in number of dwellings, it being comparatively easy for any man drawing a moderate salary and of good standing to make some

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arrangements with the various Real Estate concerns to build for him on monthly payments.

In line with this is the noticeable scarcity of stores, practically nothing in retail districts and increase in rents where opportunity is offered at expiration of leases, etc. This has been emphasized recently where three large concerns, whose business establishments were destroyed by fire, have been absolutely unable to find suitable location to continue their business. One, the largest concern, has finally succeeded in making arrangements with the owner of the property that was destroyed to rebuild for them, but at largely advanced rates, this made necessary in part by the fact that they will be required by the city to erect a much more substantial and fire proof building than the older one, and the further tact that there were several other parties standing ready to pay them their price.

During last year of the larger buildings erected there were two theatres and a large auditorium to be used as music hall, ball room, for large public functions, with a strictly modern up-to-date stage in connection, thus being adapted for grand opera, the lack of suitable facilities having prevented us this enjoyment for a number of years. There have been several reconstructed and enlarged European hotels, besides many flat buildings and many expensive houses. This all leads up to the question of

BUILDING OPERATIONS FOR 1905.

First and most important is a $500,000 bank and office building that is already assured, plans being practically completed and estimates being made for contracts to be let. Without doubt the largest bank in the Northwest will be located in a home of their own during this year, negotiations being under way now, we understand, and on account of the prestige they will undoubtedly have as fine a building as the new Northwestern National Bank building, that was completed and occupied last Fall. This building being one of the finest bank buildings in the country, probably the finest of any city the size of Minneapolis.

Another up-town theatre is being considered; we understand the architect is working on the plans now. Another indication of progress is the fact that one of the large buildings on Nicollet Avenue, on a very desirable corner is being rebuilt, will practically be a new building when completed, and will bring in an income quite three times as much as in its former condition. Negotiations are under way for another corner in the vicinity, now occupied by some half dozen or more small concerns, greater part of this property is already tied up and if the last piece, which is really the key to the situation can be arranged for, a fine larger first class building will be erected and a tenant is already waiting for the whole of the ground floor, covering a length of half of a city block. Something will have to be done to open a new retail district, but how and where is a question. There is room on Nicollet Avenue to-day, between Washington and Sixth Streets, to settle this question for some years where property is covered with old buildings and small stores, but which bring in such large revenue that the owners do not feel justified in rebuilding and we are afraid it will be many years before the conditions in this respect will be different. It is too bad that property that would sell for from two to three thousand dollars per front foot, should be covered with two story buildings, built twenty to thirty years ago and just fixed up enough to keep them in rentable condition.

Capitalists stand ready to buy this property at high figures, but it is almost impossible to purchase. Outside people have seemed to appreciate this condition of affairs more than our own people have and what sales have been made of this desirable property has been to strangers almost without an exception and to-day quite a large part of the property up and down Nicollet Avenue, in the most desirable retail district is owned by non-residents. This is an unfortunate condition of affairs and seems strange to be true, when you take in consideration the fact that it is not on account of the lack of money for we have many multi-millionaires, but our money men as a whole have been inclined to invest their surplus in Pacific Coast timber lands, Kansas oil, Mexican plantations, mining propositions anywhere, rather than in such sure safe investments as we have mentioned right here at home, but Real Estate is looking different to-day than it has any time for the past twelve to fifteen years, aside for the practically impossibility to buy good first class business property at advanced prices there has been a noticeable increase in valuable property in resident districts, some district values having advanced 300 and 400 per cent. as compared with the extremely low prices prevailing during the worst part of the depression. New resident districts for the "Quality" have been opened up and prices soared into the air. In this district there will be half a dozen or more fine houses erected this coming year and probably one of these will be the most expensive house in the city.

The Catholics will commence the erection of a Pro-Cathedral and at an expenditure of more than a million dollars. A most desirable site has been purchased for an Armory, which will be erected this year. This is near the new parade and amusement park that through the generosity of one of our most prominent men and others who joined in with him, gives Minneapolis a large tract of land in the center of the city, adjoining and practically connecting with our beautiful Central or Loring Park. And the beginning of our boulevard system, which will turn considerable tract of land into a park that any city might well be proud of.

In speaking of parks, our own people hardly know what is going on in the way of a parkway along both sides of the Mississippi River, which, when completed, will make one of the most beautiful drives in the country and the completion of the Government Locks and Dam at Meeker Island will form a deep water lake of the Mississippi from the Minnehaha Falls to the University Grounds, giving us miles of the most beautiful stretch of water with high banks and magnificent trees on either side, an ideal place for boating, and we think this will be the means of reviving the interest in boat racing that has died out here for many years on account of there being no easily accessible place for this grand sport.

LUMBER.

It is to be regretted, but true, the lumber manufacturing at this point is gradually growing less and less. One of our largest operators stated to the writer a few days ago that in his opinion within five years the cut here would be reduced one-half from the high point and that ten years from now he questioned if there would be many mills running here successfully. The shortage of stumpage within easy distance, the increased number of railways in the Northern section of the State and the fact that they are pursuing a policy of giving rates encouraging the establishing of mills practically in the timber and the further fact that the large lumbering concerns do their logging with logging railways accounts for this. While this is all true, still this business is nevertheless in the hands of Minneapolis men and while the actual manufacturing may not be done here, all the business in connection with the marketing and the capital involved will be centered here just the same.

FLOUR.

We have already in the beginning of this letter had something to say on this subject, but there is a new factor now in the flour business of late, that changes the situation materially. Through a recent ruling of the Government Canadian wheat, which pays a duty of 25 cents per bushel, can now be manufactured and exported, a draw-back being given on the exported product, as is usual in all other lines. There is nothing particularly new about this, and in fact for the past two years or so, one or two of our large mills have done this to some extent in mills that have been bonded and the entire product of the wheat has been sent out of the country. There has been the difficulty and question of disposing of the bran, shorts, feed, etc., the low value and large bulk of this making it practically impossible for them to ship it out of the country. Now under a special arrangement the millers may pay a certain portion of the assessed duty and dispose of this here and further than that they are enabled to take this hard No. 1 Canadian wheat, which they have been so much in need of the past year or two and mix it with our own wheat and thus be able to keep up the high grade of flour and their mills running and when you consider that Minneapolis produces about seventeen million barrels a year under normal conditions and can produce considerable more than that this arrangement is of great importance, of course any mill in the country has the same privilege that our own mills have, but they have been fighting for their very existence in a way, for it is absolutely necessary for them to have a foreign outlet and the discrimination of the railroads in favor of wheat has built up enormous mills in Liverpool and Belfast, Ireland, and other points in the United Kingdom, taking away the manufacture from this point.

FEDERAL BUILDING.

Another indication of growing importance of Minneapolis as a trade and commercial center is the fact that in spite of the fact that the new post-office was completed only about ten years ago, additions have been built at two different times, which has doubled its capacity, the building to-day is entirely too small for the business and an effort will be made at this session of congress getting an apportion for a new and larger site.

FIRE AND DISASTERS.

With the exception of the recent fire there have not been many serious fires here this year. The old original building at the University was destroyed in September, thus removing a land mark, but a building that perhaps could best be spared, an appropriation will be asked from the legislature for sufficient money to build an adequate building in a measure to take care of the growth of this, one of the largest Universities of the country, enrollment being something over four thousand.

The very recent large fire put out of business temporarily three of the largest concerns in their respective lines, involving property lost in the neighborhood of about $700,000, two fi-

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being killed and several others injured and followed a few days later by the falling of one of the walls crashing through a small hotel adjoining, killing six people and seriously injuring some half dozen or more.

RETAIL HARDWARE BUSINESS.

The retail Hardware business here is in fairly good condition. We wish we could put this stronger, but we don't mean that it is not perhaps as favorable as could reasonably be expected. To a very large extent the retail Hardware business in this city is carried on in small stores, there being some forty or fifty such stores scattered all over the city, taking care of nearby districts and so well taking care of them that it has quite an effect on the volume of business in the larger center and the principal retail center is in turn covered by some half-dozen or more good sized and well conducted establishments. Much has been said and written about the benefits derived by the organization and cooperation and up to a certain point this certainly is most desirable, but it is more favorable in our opinion to the small dealer than to the larger ones. As an illustration, the first thought and intention of the local Hardware Dealer's Association, aside from the getting acquainted with each other, feature, was the price agreement on certain leading staple commonly sold by all dealers, nails, of course, being a principal item, but this has gradually worked along into a greater number of principal items carried not only generally by the small stores but a great many things have been put into this list that were only carried by a few of the very largest concerns and which ought not to have been taken into consideration at all, for many of these items, like steel rail at the present time does not need any protection as they were well taken care of, and the consequence is that many of the smaller dealers have taken advantage of the opportunity and in the case of many of the higher price tools—such as saws, planes, and other tools, etc., that they never would have thought of dabbling with under the old conditions, as their attention had not been called to them particularly they did not suppose they were goods that they could hold their own with against the larger down-town dealers and in some cases perhaps were not aware of the margin of profit that could be made on them, now they keep of many of these items, just a sample at a small outlay of money, knowing that they can get it at either one of the jobbers in town and procure another one when it is sold and in this way they are handling with profit to themselves, considerable business that we larger concerns feel should continue to come to us. This is also true of such items as lawn mowers, garden hose, ice cream freezers and a great many items in kitchen ware. Of course on the other hand the whole trade is receiving the benefit of more stable and uniform prices and it is rather a question whether there is not much more profit in the present condition than when former conditions prevailed.

On the other hand we have satisfactory working arrangements with all of the department stores, with the exception of a few items that are arranged for, there are no more goods at below cost sales "for one day only," of this, that and other items that have kept the Hardware dealers in hot water all the time. Our only catalogue house is co-operating with us locally and under the new management seems to be conducted on more conservative lines than before. While they may not be doing as large a volume of business we should think very likely it was more profitable.

We are afraid we have exceeded your limit as to space many times, for which we apologize, if, however, there is any merit in it and our busy Hardware friends take the time to read it we shall be glad. Our whole crew at this time is busy with inventory. We presume this is true with most every one. We are satisfied we have passed through a favorable and prosperous year and can see no reason why there should not be a continuance. You need not worry about the Northwest, tnere is no better section of country in the world, we believe, where the people are more happy, prosperous and contented. We wish every one a happy and prosperous new year.

W. K. MORISON & CO.

HOW WIRE NAILS ARE MADE.

An old retired nailmaker, now a resident of this city, says that few wire nails are made in Eastern Pennsylvania. He said: "Looking at a wire nail few realize the work it requires to make them. A visit to a wire nail plant would be very interesting. Millions are manufactured in this State every week and are shipped to all parts of the country. Pittsburgh is a great wire nailmaking centre."

He gave the following interesting account of how they are made:

"We will first take a glance into the department where the wire is made ready for the nails. The rods having been obtained by previously heating and rolling steel billets to a smaller size, from one-fourth to five-eighths inch round, according to size of wire desired, are first taken to the pickling department.

"These rods are received in coils of about two to three feet in diameter, which facilitates the handling of them. When received at the wire plant they are taken to the pickling vats, which consist of boshes, or tanks, filled with sulphuric acid, which immediately attacks the surface of the steel, removing the scale, dirt and other surface imperfections which would have a tendency to make the surface hard in spots.

"After being removed and dipped in a tank of water and dried a coating of lime is added, in order to check further reaction. Thus prepared the coils are transferred to the wire-drawing department, where they are placed, one at a time, upon a reel situated upon the floor in front of the drawing bench.

"This being done, and the proper drawing plate being placed in position, the end of the rod, which is thin or has been pointed in a pointing machine consisting of a pair of rolls, is inserted as far as possible through the hole of the die plate. These plates consist of the hardest crucible steel, with small holes punched out of them, which have been thoroughly dressed to the exact size of wire desired, the holes gradually tapering from the front to the back, which permits reducing the wire slowly and uniformly.

"To go back to where we left the end of the wire inserted in the large side of the hole, the next move being the gripping of the small end of the wire which projects from the opposite side of the die with a small pair of dogs, or nippers, attached to the revolving drum on the bench, which pulls the wire through the die. When a sufficient amount has thus been drawn to enable the end to be fastened directly in the vice attached to the drum, the drum is revolved by machinery operated from a revolving shaft beneath.

"As the wire is pulled through the dies, which reduce it to the size of the hole in the same, it is wrapped round and round the drum. When the coil has thus been treated it is removed from the drum and placed to one side, either to be drawn to a smaller size or to be sent directly to the nail department.

"As the drawing process has a great tendency to give the wire a hard, tough surface, it is usually annealed before a second drawing. This softening, or annealing, is performed by placing the coils in a suitable furnace, where they are heated to a dark cherry-red color, after which they are slowly cooled, the result being as before stated.

"When sufficiently reduced for the proper size nail, the coils are taken to the nail department, where we find machines of all sizes arranged in many long aisles.

"As was done in the drawing department the coils are placed over a reel located on the floor in front of the machine.

"The first step thus being taken, the operator next places the wire between the rollers on front portion of the machine and between the dies beyond.

"Then the machine is started, the wire, being gripped by the before mentioned dies, is pulled through the rollers, which are so set as to straighten the wire and pushed to a specified distance through another die. This die is naturally grooved to the size wire used, the portion nearest the back being cut away to size and shape of the bottom portion of the head.

"As the wire projects a fraction of an inch beyond this die, a ram on the back of the machine is forced up against the beforementioned die, forming the projecting end of wire into the head of the nail. As the ram recedes, the grip on the front of the machine relaxes its hold and files back to grip another portion of the wire, pushing it into place, while a pair of sharp dies just back of the heading pair meet and cut the headed piece of wire from that of the new one, the cut being of the proper shape and size. As this is done another piece of mechanism throws the cut nail into a pan beneath.

"The operation is instantaneous, the average machine making about 300 nails per minute when one nail is being made at a time. Some of the machines are able to make two, three or four nails at every stroke.

"After dropping into the pan small, adhesive pieces, which the shears were unable to cut entirely when forming the point, are found to be on the nails. To remove these as well as to polish the nails, they are taken and placed in a tumbling barrel, with a certain amount of sawdust. The barrel is then closed and revolved for several hours. Upon removal they are taken and packed into kegs and made ready for shipment."—Reading (Pa.) *Eagle*.

Not a Ten Strike.

Prisoner—I struck him, but he struck me first.
Magistrate—What did he strike you for?
Prisoner—For five dollars.

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NATIONAL CASH REGISTER CO.

The National Cash Register Company will entertain the members of the Ohio Hardware Association at Dayton, when they meet in annual convention February 26 and 27. The visitors ill inspect the N. C. R. factory which is one of the wonders of the industrial world, after which they will be given a banquet and smoker. Arrangements are being made to entertain over 400 guests.

Undoubtedly the department of the factory which will appeal most strongly to the visitors is the tool room, the largest tool room in the world, operated by a company in manufacturing tools for its exclusive use. But there are many other features which will be of interest to the Hardware men, for instance, the care of its employes.



THE TOOL ROOM.

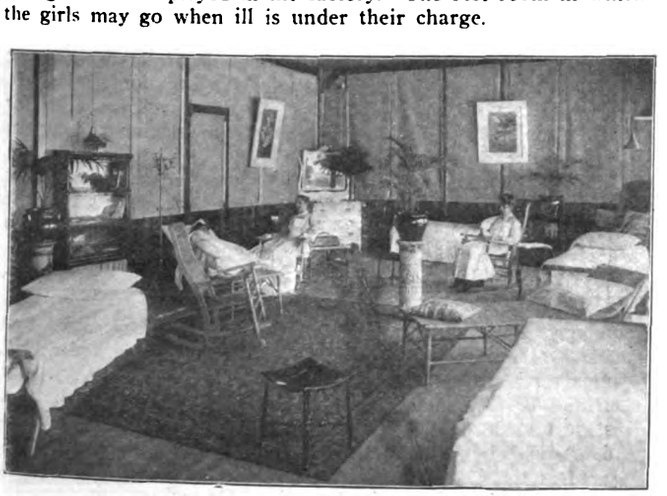
A physician, two trained nurses, a class in first aid for the injured and beds for emergency cases are some of the many precautions taken by the company, for the health and welfare of its men and women.

The company believes in good health for its employes just as it believes in good materials out of which to make its products. It has followed out such a policy for a number of years and it is safe to assert that there is not another manufacturing concern in the United States which has healthier or happier employes.

When a person makes application for employment at the factory, one of the first requirements is that he shall submit to a physical and medical examination. This is required for two reasons. First, it is the aim of the company to take into its employ only strong and healthy men and women. Second, its employes must be protected from all contagious diseases.

A special study of means to promote the health of its employes is made by the Welfare Department—one of the most important departments of the factory.

A physician employed by the company is at the call of all employes while in the factory without cost to them. He conducts classes in first aid for the injured and many of the employes have become quite proficient in the work. The physician is aided by two trained nurses who themselves are in close touch with the young women employed in the factory. The rest room in which the girls may go when ill is under their charge.



A REST ROOM FOR EMPLOYES.

Ventilation and light receive special attention. The factory buildings are models of the builders art in this respect. They are clean and light and are supplied with pure air. Everywhere are seen unusual sanitary provisions. For instance, in the polishing room the air is changed every fifteen minutes and the emery dust is drawn down by suction into a general exhaust pipe and conveyed out of the building.

The young women are provided with high back chairs and foot rests. They are also supplied with immaculately clean aprons and sleevelets to protect their gowns while at work.

Every building has its bath-room with tubs and shower appliances and employes are given company's time for bathing.

All employes are given Saturday afternoon as a half holiday for the year round. The young women in the factory are permitted to take a recess in the morning of ten minutes, and ten minutes in the afternoon and leave the factory ten minutes earlier than the men.

Dining rooms are provided where employes may secure warm lunches at a nominal charge. None but the purest of foods are served. Lectures on health and food are frequently given in the Assembly Hall for all the employes by recognized authorities on those subjects. All the known hygenic laws are observed throughout the factory. In addition to all these precautions the employes of the factory have a Relief Association in which its members are entitled to sick benefits and the services of a physician when needed.

There is a Men's Welfare League which is the means of providing outdoor athletics of all kinds for the men employes of the factory. A constant effort is being maintained at all times by the company to do everything in its power for the health of its employes, and the good results of this work are becoming more apparent each year.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED DECEMBER 20, 1904.

374,928. WRENCH. H. Bowhall, Cedar Springs, Mich.
374,954. HINGE. C. Fisher and G. B. Burnet, Manitowoc, Wis.
374,988. CONVERTIBLE DUST PAN. E. Migvault and G. A. Prichard, New York, N. Y.
375,019. CARPET STRETCHER. A. P. Steuart, Westport, and H. W. Welliver, assignor to said Steuart.
375,038. 375,039. HINGE. J. Wright, Michell, Dak.
375,094. DOOR CHECK. N. Petersen, Charleston, S. C.
375,155. WRENCH. J. M. Haynes, Maxwell, Cal.
375,166. MOP WRINGER AND SCRUBBING BRUSH HOLDER. Z. R. la Fleche and J. A. Ledoux, Concordia, Kans.
375,206. SCREW BOLT. E. DeForest Shelton, Birmingham, Conn.
375,294. NUT LOCK. J. C. Johns, Baltimore, Md.

PATENTS ISSUED DECEMBER 20, 1904.

777,673. DOUBLE ACTING SPRING HINGE. O. E. Halin, Minneapolis, Minn.
777,813. CARPET FASTENER. C. R. Shaffer, Eureka, Cal.
777,872. SELF CLOSING FAUCET. W. Weber, New York, N. Y.
778,000. WINDOW OR SASH FASTENER. S. S. Bell, Reading, Mass.
778,083. FOLDING DEVICE FOR SAD IRONS. W. Strauss, New York, N. Y.
778,093. HAMMER. A. G. Witmer, Norfolk, Neb.
778,112. CAN OPENER. Z. A. Church, Jefferson and S. A. Smith, Rockwell City, Iowa.

PATENTS EXPIRED DECEMBER 27, 1904.

375,336. BLACKING BRUSH. A. W. Brown, Lansingburg, N. Y.
375,337. DOOR CHECK. A. L. Buskirk, Shalbyville, Mich.
375,341. WINDOW ATTACHMENT. C. Claudy, Cincinnati, Ohio.
375,368. CORK SCREW. F. W. Livermore, New York, N. Y.
375,389. SAD IRON. M. J. Shimer, Freemansburg, Pa.
375,451. CAN OPENER. M. C. Lilly, Decatur, Ill.
375,483. MINCING KNIFE. J. F. Foster, Buffalo, N. Y.
375,712. WRENCH. C. E. Murray, Fairfield, Va.

PATENTS ISSUED DECEMBER 27, 1904.

778,276. SASH FASTENER. J. D. Sanford, Winchell, Tex.
778,302. WRENCH. R. Burnham, Storm Lake, Iowa.
778,349. CARPET STRETCHER. W. F. Baumhauer, Jr., Quincy, Ill.
778,370. WINDOW SASH. L. D. Patten and D. Lippy, Mansfield, Ohio.
778,500. 778,501. SELF COCKING REVOLVER. O. F. Mossberg, Chicopee Falls, Mass.
778,509. SEPARABLE HINGE. G. H. Schiek, Joliet, Ill.
778,516. CROSSCUT SAW HANDLE. M. E. True, East Pembroke, N. Y.
778,540. SAFETY RAZOR. H. Herder, Philadelphia, Pa.
778,565. WINDOW. F. J. Carl and H. G. Carl, Chicago, Ill.
778,669. FISH LINE FLOAT. W. H. Jacoby, Minneapolis, Minn.
778,673. CAN OPENER. J. M. Keep, New York, N. Y.

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HARDWARE EXPORTS IN 1904.

By HENRY L. GEISSEL

The year 1904 has been one of unusual activity and prosperity in our Hardware export trade. Unfortunately, the official returns of the Bureau of Statistics do not go into sufficient details, and many articles which would practically come under the heading of Hardware, are included in various items, such as manufactures of brass, zinc, tin, iron and steel. For this reason, it is rather difficult to get at the exact figure showing our Hardware exports, but taking the principal items together we arrive at the considerable value of about $75,000,0000. In this calculation are included agricultural implements, wheelbarrows, push carts, hand carts, instruments for scientific purposes, Builders' Hardware, small tools, cutlery and firearms, clocks and watches, cash registers, sewing machines, typewriting machines, nails and spikes, safes, scales and balances, stoves and ranges, lamps and chandeliers, kitchen utensils and kindred goods.

Our exports of agricultural implements reached the enormous value of nearly $22,000,000. Our best customer was the Argentine Republic, which country imported over $4,000,000 worth of American made machines and implements for its farms. Next in importance come Canada, Russia, France, the United Kingdom, Australia and Germany. In this connection it may be mentioned that most of the export trade in agricultural machinery and implements is done by a few large manufacturing concerns, while there are many up-to-date firms in the agricultural implement line who seem to have never made any efforts to gain a foothold abroad. It may also be said that, though our exports of agricultural machines and implements have increased by leaps and bounds, there are yet countries in which very few American implements can be found. This is especially the case in the Balkan States, the Dutch East Indies, in various countries of Africa, and even in some countries of Europe, like Spain, Portugal, Luxembourg, etc.

It is very gratifying to note the steadily growing exports in

BUILDERS' HARDWARE AND SMALL TOOLS,

the value for these items having exceeded $11,000,000. The United Kingdom, which itself, with its highly developed industries, is one of our greatest competitors in all the markets of the world, was our largest buyer in this line of goods, having taken nearly $2,000,000 worth of same. If we are in a position to sell such enormous quantities of Hardware to England, should it not be possible to gain a stronger foothold in South America?

I have before me a recent report by the Department of Agriculture of the Argentine Republic, showing the imports for the year 1903. It would fill too many columns to enumerate all the articles imported into our great South American Sister Republic, but I would like to ask our manufacturers how much they contributed to the following amounts showing the imports into Argentina during 1903. Kitchen utensils, $475,395; small tools, $496,000; copper and brass goods, $586,931; paints and varnishes, $469,000; wire, $3,162,000; screws, bolts and nuts, $358,920; galvanized iron, $2,715,474; cutlery, $248,276; ropes and cordage, $265,489; etc.

In former years our exports of cutlery were very limited, but last year they amounted in value over $400,000. Increasing have also been our exports in safes, scales and balances, stoves and ranges, lamps and chandeliers, general kitchen utensils, domestic machinery and similar articles.

There is no doubt whatever that our Hardware exports can be largely increased. British India imports every year about $5,000,000 worth of Hardware and tools, of which very little comes from the United States. Egypt consumes large quantities of Hardware, the great bulk of which is supplied by England, Germany and Belgium. The Dutch East Indies offer a splendid market, which has been largely neglected. Italy, Spain, Portugal, the Balkan States, Scandinavia and Holland are markets well worthy of our closest attention.

THERE ARE SO MANY UNDEVELOPED MARKETS

that it is almost impossible to enumerate all the possible opportunities for the extension of our Hardware trade in a short article of this kind. However, I would like to mention a few: There should be a broad field in India for American refrigerators. The absolute necessity for placing the feet of all furniture containing viands in basins of water in order to protect them against the attacks of ants makes it necessary that the refrigerator feet should be high and should be made of hardwood, capable of withstanding the action of water. Such refrigerators would doubtless find a large market in India, Siam, Java, Singapore, etc.

In the Argentine Republic, scythe-blades are largely used, and come almost entirely from France. Augers, gimlets, chisels, axes and files come almost exclusively from England. Wrenches are obtained chiefly from Germany and France. In Chile, there is a steady and growing demand for plows, harrows, seeders, reapers, threshers, cultivators, tedders, horse rakes and all minor tools and appliances that pertain to agriculture and horticulture, but the bulk of them are imported from Europe. Immense quantities of tin spoons are imported every year into the Chinese Empire from Germany; they sell at 60 cents per dozen. Egypt offers a splendid market for rice hullers, in the manufacture of which the United States excels; Egypt, however, buys these hullers from European manufacturers. Last year Greece imported some 4,500 plows, almost entirely from England.

In the past decade, Germany has made competition very keen for all other trading countries. The German manufacturer has long ago realized the necessity for an export outlet for industrial development and has, either by furnishing capital to German houses in foreign countries, or through giving them long credits on his sales, facilitated the means to this end. No requirement escapes the vigilance of the German merchant abroad, who no sooner finds an article meeting with favor, than he sends a sample to Hamburg to get the lowest prices on an imitation.

Up to a few years ago the very large and constantly growing home market for our products has kept the American manufacturers from giving the full measure of consideration to the needs of the export trade, and only spasmodically have they realized the necessity of cultivating foreign markets.

If our manufacturers would consistently and persistently encourage by every means the foreign demand for their goods, and give assurance of continued care in the treatment and execution of orders, they would do far more towards preserving a market for their surplus production than by the occasional trips of a special salesman, who does not speak the language of his foreign customer, or is not acquainted with the commercial customs of foreign markets.

The total exports of iron, steel and manufactures thereof during the year 1904 have materially exceeded those of any earlier year, and the developments during the last few months give promise of marked activity for the year just beginning.

FROM ALL PARTS OF COUNTRY.

Representatives of Glidden Varnish Company Met in Cleveland December 28th.

The annual convention of the sales and manufacturing departments of the Glidden Varnish Company opened December 28th, and lasted for three days. The Glidden Varnish Company has made these conventions a feature of its business policy for years past. The traveling salesmen, managers of branch houses and heads of various departments met, there being about 160 in attendance, not including representatives of the company from London, Paris and Hamburg. The business session of the company was opened at the general offices of the company in the Williamson Building on December 28th at 9.30 o'clock. The meeting was called to order by F. H. Glidden, President of the company, after which remarks on general factory topics were made by the vice-president and also on advertising and dealer's campaign. Addresses were also made by treasurer W. J. Glidden and F. E. Lyman, assistant sales manager. The afternoon session was devoted largely to an address on "Salesmanship and Advertising" by William Boyd, of New York City. Dinner was served at the Century Club at 6 o'clock, followed by a party at Keith's Theatre. Thursday morning, December 29th, the delegation visited the works of the company, and devoted the afternoon to a discussion of general topics, followed by an address by Mr. Kenyon, of Chicago. Thursday evening there was a banquet at the Colonial Hotel with an address on "Scientific Advertising" by Thomas Balmer, of New York City. Friday morning a meeting for general conversation and talk on the outlook for business for the coming year occurred. In the afternoon reports of various committees were received.

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OUR BRITISH LETTER.

(By Our Special Correspondent.)

LONDON, January 1, 1905.

WINTER TRADE HAS BEGUN.

British ironmongers move somewhat slowly and it is not until December that Hardware establishments assume a thoroughly Winter aspect. During the earlier months of Winter traces remain of early Autumn and even Summer goods, and although window displays are often somewhat in advance of the season, the majority of tradesmen allow goods which are out of season to remain in view in their shops and showrooms. However, an inspection of the leading ironmongery establishments in Great Britain at the present time would reveal an entirely different appearance, and show indications of seasonable business. Stoves and heating appliances receive attention at this time of the year; English ironmongers have given some considerable attention to the installation of hot water appliances and simple engineering business. Most of the ironmongers' fitters and even tin plate workers have some little knowledge of high and low pressure hot water apparatus, and are often called upon to fit up hot water pipes round conservatories, entrance halls, and even to carry out complete systems of hot water heating in private residences as well as in business premises. The use of petroleum oil greenhouse heating appliances has been extended during the last few years, and in many country localities ironmongers are doing good business in the sale of such apparatus. The use of hot water geysers in houses where there is no high pressure hot water supply has been extended, and the different instantaneous water-heating appliances which have been introduced by British manufacturers during the last few years have been the means of considerably developing this business. At a recent exhibition held in London several ingenious contrivances, whereby bath rooms can be supplied with hot water, were shown, a noticeable feature being hot water towel airers, laundry and nursery fittings.

It is several years since English ironmongers have had what would be called a good season for the sale of skates, although every year in the northern portions of England there have been several days' skating which have resulted in a quick and ready sale of skates of English and American manufacture. Several of the leading London factors of American skates report good business, and state that they have been kept fairly busy during the past few weeks in executing orders from districts where there have been several sharp snaps of frost. So far the ice has not been sufficiently strong to encourage lovers of skating to invest in new skates in the metropolitan area, and therefore London ironmongers still hold full complement of skates. In country localities there is a seasonable demand for ice creepers, frost nails and sundry blacksmiths' requisites, which are required in order to facilitate traffic on country roads where frost and snow make their presence felt.

In addition to the sale of stoves, which, of course, necessitates the making of stove pipe, ironmongers' workshops are kept fairly busy during the Winter season, and men are employed in repairs and other matters connected with the sale of Winter specialties. During the short days of Winter good business is done in lamps and in gas lighting appliances. The sale of lamps affords enterprising ironmongers many opportunities of making tasteful displays in their showrooms and shops, and of utiliizing their lamps as window attractions.

IMPROVED METHODS OF CHRISTMAS WINDOW DRESSING.

There is a distinct improvement in the methods adopted by window dressers just now, and several of the leading trade papers have given an impetus to better displays by offering prizes in connection with Christmas window dressing. A few years ago lamps and kitchen tin goods formed the chief features of an ironmonger's window at Christmastime. The enterprise of grocers and drapers and general storekeepers, who have taken advantage of the Christmas season to make special displays of goods suitable for Christmas presents and New Year's gifts, have shown ironmongers that the sale of such specialties must not be ignored, and that they must make efforts, too, in order to secure a share of this special business during the weeks preceding Christmas. Such novelties, great varieties of which are now on the market, afford ample opportunities for bringing out the best talents of window dressing, and lend themselves to artistic displays better than the generality of Hardware goods sold by ironmongers. During the last few weeks a close inspection of the leading ironmongers' shops in the chief provincial towns, as well as in the metropolitan area, show that there is a marked decline in the efforts made to sell goods of stereotyped designs at Christmastime, and instead of the usual displays of lamps, coal vases, trays and domestic goods, there has been a preponderance of novelties and artistic specialties. Unfortunately, the majority of British ironmongers when first establishing themselves did not realize the importance of a wide frontage, and their buildings, with the exception of those which have recently been remodelled, do not afford the best opportunities for window dressing displays. Until quite recently the majority of British ironmongers had small windows, which in many instances were again subdivided; their doorways were narrow, and, following upon the lines adopted in past generations, goods blocked the entrances and frequently obscured the view of the window contents. This unfortunate state is, however, gradually being remedied, and there is every indication that the British ironmongers of the future will possess establishments worthy of the trade carried on, and suitable for a proper presentment of the latest types of up-to-date Hardware.

PUBLIC-SPIRITED IRONMONGERS.

During the last few weeks the public election of municipal councils, the selection of aldermen and the nomination of mayors has taken place. It is pleasing to note that among the public-spirited tradesmen of the present day are many Hardware merchants, manufacturers and retailers. It is often said that the busiest trader is the man who can find the greatest amount of leisure time, and it is evidently true of many Hardwaremen. Some of the most prominent members of the Ironmongers' Federated Association in this country, in addition to controlling important retail businesses also find time to devote considerable attention to the conduct of the public affairs of their native towns and cities. W. J. Bacon, who is the president of the I. F. A. for this year, and the senior member of one of the most important retail ironmongery businesses in the South of England, is also mayor of the ancient borough of Poole, a justice of the peace. and a prime mover in many important local engagements. He has just lately found time to take up the question of ironmongers and gas companies, and to throw in the weight of his influence in urging ironmongers to look carefully into their present position in reference to the gas stove and fittings trade, in the hope that by some mutual agreement a better understanding may be brought about between members of the Hardware trade, the gas stove makers and the manufacturers of coal gas. W. H. Timpson, who is the president of the London Ironmongers' Association, is also a busy man, having just been re-elected a town councillor of the borough of Ealing. He, too, finds time to take an interest in the affairs of his brother ironmongers, and to give his weaker brethren a helping hand in the improvement and betterment of their businesses. Another busy man, who is a well-known Hardware trade valuer—Edwin Leader Shepherd—has for the third time been elected mayor of the borough of Abingdon, and John Smith, a typical north country manufacturer of Hardware, has found time amidst his numerous business engagements to render his fellow-townsmen good service as mayor of Keighley, an important Yorkshire manufacturing town. These men are but typical of numerous other members of the Hardware trade who have pledged themselves to give their best services, time and money during the year 1905, in order to promote the interests and well-being of the towns and cities they inhabit.

THE GAS EXHIBITION AT EARL'S COURT.

The Gas Exhibition, which closed on the 17th of last month, has been one of the most successful trade exhibitions held at Earl's Court, London. Upwards of 200 manufacturers of gas stoves, lighting and heating appliances have made splendid exhibits of their different specialties, and they have had the satisfaction of interviewing some thousands of Hardwaremen, plumbers, gas fitters and others interested in the use and maintenance of gas lighting and heating appliances. It is confidently hoped that the exhibition will be the means of giving considerable impetus to the sale and use of gas lighting, heating and cooking appliances, by showing the general public the special contrivances by the use of which gas is rendered available for these purposes and may be safely adopted, under almost any conditions. Ironmongers who have visited the exhibition will have many opportunities of interviewing their clients during the present Winter months, and of securing their patronage, thus bringing about a more extended use of stoves and other fittings, which bring profit to Hardwaremen, not only in their sale, but in their upkeep and in the maintenance of the burners and glasses required in their use. There is a won-

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JAP-A-LAC

"WEARS LIKE IRON"

THE Hardware dealer, who is willing to take his share of the profits accruing from JAP-A-LAC sales, is sure to become an enthusiast on this new wood finish.

We advertise it in the principal magazines and periodicals, and spend immense sums of money in explaining its merits to the millions of readers.

JAP-A-LAC is the quickest selling commodity of its kind in the market.

JAP-A-LAC does not scratch white or show heel marks.

JAP-A-LAC may be used for all kinds of interior finishing, furniture, iron work, doors, etc.

There is nothing just as good. Why not stock what people call for?

Write for special proposition to dealers and full information.

THE GLIDDEN VARNISH CO.
MAKERS OF HIGH GRADE VARNISHES
No 44 WILLIAMSON BLDG. CLEVELAND, O.

derful variety of incandescent fittings, and many manufacturers, both British and Continental, vie with one another in the production of incandescent gas lighting burners and mantles which will give the greatest amount of light with the smallest consumption of gas, together with doing their utmost to provide the public with economic supplies. The advantages of the different mantles, burners and fittings have been most enthusiastically demonstrated by the exhibitors at Earl's Court, and from the technical descriptions given it is evident that the manufacturers took care to engage a competent staff of assistants who thoroughly understood the technique of the specialties they handled.

ENTERPRISE OF MANUFACTURERS OF FANCY GOODS.

The manufacturers of fancy goods have displayed considerable enterprise during the past few weeks, and have done their utmost to push the sale of their different novelties. Following upon the lines of large drapery warehouses the leading London fancy goods warehousemen now have several seasonable exhibitions at the commencement of the different periods of the year, when they hope to do a large business in the different branches of fancy goods they handle. Doubtless the advertisement of such special sales, and the steps now taken to draw together traders just at the right time, have been the means of inducing more extended sales of their different novelties. The fancy goods warehouses, as they are frequently called by buyers of sundries, embrace many departments, one or more of which are always seasonable. As the Winter months come on sundry fancy goods suitable for Christmas presents are temptingly offered, prominence is given to Winter games and amusements, which, it may be pointed out, are taken up by ironmongers to a much greater extent than formerly. The popularity of talking machines of different kinds has opened up a new channel whereby English ironmongers can offer amusements, and as their sale is now a regular branch of an ironmonger's business they may be regarded as the backbone of the Winter amusement section. Mechanical toys, electrical novelties and such lines which have an increasing popularity are found grouped among such goods. These and many other articles of a similar class have made up tempting displays during the last few weeks, and careful enquiry elicits the information that the sales of such light and one-time neglected ironmongery side lines have been most satisfactory. There is undoubtedly a tendency to lighten the Hardware trade, and to introduce from time to time fancy goods, domestic novelties and sundry popular articles and thereby widen the scope of an ironmongery business, and draw together a wider range of supporters. This, doubtless, materially assists in the sale of ordinary stock articles of the heavier types of Hardware.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Right to Maintain Building on Another's Land.

QUESTION: "A" purchased a tract of land on which there is a small building erected by and belonging to another party whose land adjoins that purchased by "A." The house was put there without any special permission from parties then owning the land. has been standing three or four years, and in use by the owner. Can "A" force the owner to move it whenever he so desires? Does the length of time the house has been there affect "A's" right to have it moved off his land? Should the owner refuse to move it, what is the proper course to pursue?

REPLY: A purchaser of land is presumptively entitled to all the buildings or houses situated on the land not expressly reserved to the use of another. Such houses or buildings are considered an incident of the land and the title to them passes with the title of the land to the purchaser. Presumptively, therefore, "A" is the owner of this house and can do what he likes with it. It is perfectly clear moreover that whether A claims title to this house or not, his neighbor has no right to leave the building on the premises any longer than the owner desires. The only way in which such a right could be acquired would be by deed or by adverse possession. Three or four years would not be sufficient time to acquire a right by adverse possession and we understand from your question that there is no deed in this case. The statue of the adjoining proprietor is, therefore, simply that of a licensee and the license to use "A's" premises can be revoked by "A" at any time at his own pleasure. We advise you that "A" may notify the adjoining proprietor to move the house off his land, and in case of a refusal, he may remove it himself, or if "A" sees fit, he may claim title to the house and do what he likes with it.

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REVIEW OF THE MARKETS.

WIRE NAILS: The volume of business confronting the mills at the present time is of the most favorable character, and is apt to keep them busy for over sixty days to come. The greater portion of the trade seem to be confident a further advance will take place; although it is not expected to be very large, it will serve to check the demand. The inability to make prompt shipments is beginning to be felt at the mills. Quotations remain as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. for cash in 10 days:

Carload lots $1.75
Less than Carload lots 1.80

New York: The merchants have stocked up pretty thoroughly during December as an advance was feared, and provision was made for the change. The inability to deliver promptly as indicated by the slow deliveries has made earlier shipments desirable, and though the current demand is but light, the contracts for delivery are requested, irrespective of date. Quotations are firm at the following:

Single carloads $1.94
Small lots from stores 2.00

CUT NAILS: The handling of the market for Cut Nails has been more satisfactory to the trade than ever before, and will be continued if Wire Nails are subject to another advance. The volume of business placed with the mills has been excellent, and the prices of the Cut Nail Association will be advanced at once to a par with its wire competitor, without the formality of a meeting being considered necessary. Quotations are as follows: Carload lots, $1.75; less than Carload lots to Jobbers, $1.80, and to retailers, $1.90 f.o.b. Pittsburgh. Iron Nails for delivery at Pittsburgh, Buffalo and all points west of these cities, 10 cents advance per keg on Steel Nails.

New York: The market is firm at present quotations though local demand is not very heavy at the opening of the New Year. Quotations are as follows: Carloads on dock, $1.89; less than carloads, on dock, $1.94; small lots from store, $2.00.

BARB WIRE: The mills have been liberally endowed with orders for the future, anticipations for a good trade in the early Spring being unusually bright. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.90	$2.20
Retailers, carload lots	1.95	2.25
Retailers, less than carload lots	2.05	2.35

SMOOTH FENCE WIRE: There is a large quantity of orders booked at current prices, being in anticipation of an expected advance. Orders are still being received at the mills and the business for the immediate future cannot be otherwise than good. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.60
Retailers, carload lots 1.65

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

SHEET ZINC: Under date of the 30th ult. another advance has been announced in the price of Sheet Zinc. The price being $7.25 per 100 pounds in 600 pound casks f.o.b. mill. This is subject to the usual discount for cash and quantity.

HATCHETS: There has been an advance of 5 per cent. in the price of Hatchets, the discounts having been advanced from 40 and 12½ to discount 40 and 7½ per cent. A change in the rebate to Jobbers has also been made.

NUTS: The manufacturers of Hot Pressed Nuts at a meeting held December 20 decided upon advanced prices, as follows: Hot Pressed Square Nuts, blank or tapped.....5.60 cents off. Hot Pressed Hexagon Nuts, blank or tapped.....6.00 cents off.

A large volume of busines was reported and the market was represented by great firmness of tone.

STRAP AND T HINGES: Under date of December 20, the manufacturers of Strap and T. Hinges, etc., have adopted a revised list. The new list is materially lower than the one it displaces; there being corresponding changes in the base discounts. This list endeavors to avoid the disadvantages of the long series of extra discounts which were developed. The new base discounts are as follows:

Light Strap 70%
Heavy Strap ..... 75 and 5%
Light T 65%
Heavy T 60%
Extra Heavy T ..... 70 and 10%
Long Chest 50%
Hinge Hasps 50%
Crate Hinges 70%
Crate Hasps 50%

The following is the revised list of McKinney Mfg. Company, Allegheny, Pa., which is subject to the discounts named above.

Light Strap Hinges No. 800.

3	4	5	6	7	8	10	12	14	16 inch.
$0.85	1.10	1.35	1.70	2.10	2.40	3.30	4.90	6.40	7.90 per doz. pair.

Heavy Strap Hinges No. 803.

4	5	6	8	10	12	14	16 inch.
$1.60	2.15 per doz. pairs.	.15	.13½	.13	.13	.13	.13 per lb.

Light T-Hinges No. 805.

3	4	5	6	8	10	12	14 inch.
$0.75	.80	1.00	1.20	1.50	2.20	3.00	3.90 per doz. pairs.

Heavy T-Hinges No. 807.

4	5	6	8	10	12	14	16 inch.
$0.90	1.05	1.25	1.55	2.30	3.20	4.45	5.40 per doz. pairs

Extra Heavy T-Hinges No. 809.

4	5	6	8	10	12	14	16 inch.
$1.80	2.45 per doz. pairs.	$0.15	.14½	.14	.14	.14	.14 per lb

Long Chest Hinges No. 811.

6	8	10	12 inch.
$1.15	1.50	1.70	2.45 per doz. pairs

Hinge Hasps No. 813.

3	4½	6	8	10	12 inch.
0.50	.60	.80	1.05	1.50	2.10 per single dozs.

Crate Hinges No. 815.....3 inch, 85 cents per doz. pairs.
Crate Hasps (single swivel) No. 817.....3 inch, 50 cents per single doz

CARRIAGE BOLTS, MACHINE BOLTS, ETC.: At a meeting of the manufacturers of Carriage Bolts, Machine Bolts, Lag Screws, etc., held December 21, advances were made. The new discounts are as follows, there being the usual extra discounts to large purchasers:

Common Carriage Bolts, ⅜ x 6 and smaller and shorter, rolled thread...75 and 10
Common Carriage Bolts, ⅜ x 6 and smaller and shorter, cut thread.....75 and 5
Common Carriage Bolts, longer and larger than ⅜ x 6, cut thread.....70 and 5
Machine Bolts, ⅜ x 4 or shorter and smaller.....75 and 7½
Machine Bolts with H. P. or C. P. Plain Nuts, larger than ⅜ x 4.....70 and 7½
Machine Bolts with C. & T. Nuts.....65 and 12½
Machine Bolts, blanks.....70 and 7½
Bolts without Nuts, 6 inches and shorter.....10 per cent. addition
Bolts without Nuts, longer than 6 inches.....5 per cent. addition
Bolt Ends, with H. P. or C. P. Plain Nuts.....70 and 7½
G. P. Coach Screws.....80
Cone Point Lag Screws.....80 and 5
Skein Screws.....80

CAST IRON WARE: Under date December 13 advanced prices were determined upon by the Hardware manufacturers of Stove Hollow Ware, and the market in this line is accordingly represented by the following range of prices:

Stove Hollow Ware
Enameled ..... 50 to 55 and 10%
Ground ..... 55 to 60 and 10%
Plain or Unground..... 60 to 65 and 10%
Country Hollow Ware, per 100 pounds..... $2.75 to $3

No changes were made in prices of White Enameled Ware, Covered Ware or Glue Pots, but the market on these goods is decidedly strong, and it would not be surprising if an advance should take place before long. An advance of about 15 per cent. has recently been made in the price of Light Sugar Kettles and English Pots, which are sold by the piece.

ROPE: The market is a good one, though prices are firm and an excellent demand is anticipated for the future. The following quotations represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	11¼ to 12
No. 2 Manila	10 to 10¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8 to 8¼

BINDER TWINE: The low quotations announced by the Harvester Company in December, without guarantee, has been availed of by some dealers to place their orders believing they

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would advance. The market is not effected yet and the Harvester Company's schedule remains as follows:

	Per lb.
Sisal	9½c
Standard	9½c
Standard Manila (550 feet)	10½c
Manila (600 feet)	11½c
Pure Manila (650 feet)	12½c

Five-ton lots, 1-8 cent less; carload lots, ¼ cent less. Chicago delivery, usual terms of payment. Kansas City, Omaha, Council Bluffs, and Minneapolis, ¼ cent added. Prices not guaranteed. Allowing for freight, New York prices would be ¼ cent lower than the above.

LINSEED OIL: The following quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....44 cents per gallon.
In lots of 5 barrels or more.....43 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE SAN FRANCISCO TRADE.

After a prolonged spell of dry weather, the farmers and Hardwaremen of California, and all others interested in the agricultural prosperity of the State, received splendid Christmas and New Year's presents in the shape of bountiful rainfalls. But these highly appreciated gifts were so happily sandwiched in between days of sunshine that Hardware merchants, all of whom, by the way, were stocked as never before with gift season goods, are thoroughly well pleased with the considerate way nature made provision for holiday shipping the timely sunny days having proved sufficient for the crush of buyers to carry away beyond all procedence of the stocks of seasonable goods the retail Hardwaremen had to offer.

To close the year just passed with a triumphant trade exhibit of progression the finishing touches to the new business home buildings of the Pacific Hardware and Steel Company were not quite completed, but soon will be, and the area covered by the building will be more than that of any other mercantile structure on the Pacific Coast. These several buildings in one are on a plot of ground bounded by Townsend, Seventh and King Streets, of the dimensions of 275 by 550 feet, and will be the pioneer mercantile structures in that new wholesale district. The main building will have frontages of 275 feet on Townsend and King Streets, and 264 feet on Seventh Street, an area, it is said, the most extensive of any business structure, west of the Mississippi River. It is three stories in height, of the heaviest mill construction, with selected brick, the walls laid in patterns, while the entrance on Seventh Street will be in granite and sandstone, with the vestibule in marble. A basement will extend under the entire building, thus giving a floor space of 336,600 square feet, or about seven and three-quarters acres. Heavy brick fire walls running from Townsend to King Streets will practically divide the main structure into three buildings. On the first floor will be the stock rooms, in the center the packing rooms and order department, and on the King Street and Townsend fronts will be the shipping and receiving departments. Surplus stocks of all kinds of stoves, plumbing goods, etc., will occupy the second story and two rear sections of the third floor. The general offices of the company will be situated on the Seventh Street frontage of the third story. They will occupy about 25,000 square feet, and will be lighted and ventilated by numerous windows and skylights. Four hydraulic freight elevators and fire electric freight elevators, with an electric passenger elevator, will furnish rapid and ample means of transportation from the basement to all floors of the building. A complete and elaborate system of fire protection is being installed, consisting of 6,000 sprinkler heads, numerous fire extinguishers and the necessary fire hose. All departments of the immense establishment are to be placed in quick communication with each other by means of pneumatic tubes and telephones. Full advantage will be taken of the sitaution of the building near the railway tracks. Rails on the company's own ground will permit of the loading or the unloading of ten cars at a time. Tracks and wagons will receive and deliver goods from the King Street front of the building, where a platform, elevated above the street and covered by a glass hood 550 feet long, will protect the goods in process of loading or unloading from exposure to the weather.

Adjacent to the main building and occupying a piece of ground fronting 175 feet on King and Townsend Streets, and extending through the block 264 feet is the great iron and steel warehouse of the company. This is a very heavily constructed one-story building, thirty feet high in the clear. In it the stocks of boiler plates, boiler tubes, pipe and bar iron are to be housed. Two large electric traveling cranes will furnish a ready and an economical method of handling the stock in the building, and delivering it from and to the cars and trucks. Next to the warehouse there has been left unused a piece of ground measuring 100 feet on King and Townsend Streets, and 275 feet deep, upon which additional buildings are to be erected later on. Half million dollars is the estimated cost of these soon to be occupied new headquarters of the Pacific Hardware and Steel Company.

INDUSTRIAL PRESS ASSOCIATION.

LINSEED OIL.

"Linoel" writes to the *Oil and Colorman's Journal* an interesting letter which is headed "A Vital Point for Purchasers of Linseed Oil." It is as follows:

Users of linseed oil in the varnish, linoleum, paint, and allied trades are constantly finding that they get varying results, according to the batches of oil used. The varnish maker complains that the oil "breaks" under heat, gives a non-elastic product, or one that "blooms"; the painter finds his paint crack, does not dry hard, etc.; and the linoleum manufacturer finds he gets a cement that does not set well, and gives with the cork an inferior product; if used for tarpaulins, the dried oil may soon become soft and absorbent, and for these variations in behaviour hardly any two users give the same explanation, though all agree the oil is at fault. Various suggestions, such as adulteration with fish, pine, or hydrocarbon oils, too much "fat" present, newness of seed or admixture; plate seed oil, to cheapen the cost of East Indian or Baltic seed oil, are freely made as reasons why linseed oil nowadays is distinctly inferior to what it used to be in days gone by. The chemist has at his disposal an array of delicate tests to demonstrate the purity of the oil, such as the low flash point, its distinctive taste and smell as proving the presence of lighter oils, the mixed acid test, as given in these columns, to show admixture of La Plata oil, gravity tests, iodine number, weight of oxygen absorbed in a given time, etc. An oil may successfully pass these tests, and be certified as pure and of good quality, and yet be totally unfitted for the purchaser's use, and may exhibit all the faults previously mentioned. After an experience extending over a long period, and the treatment and testing of a large number of samples, the writer is of opinion that nearly all the difficulties experienced by users of genuine linseed oil, lie not so much in the admixture of the seed of various growths, but in want of maturity of the oil itself. The main point, however, is that it lies in the power of every user, by a certain and simple test that can be applied in five minuts, to distinguish with certainty an oil that is unfitted for his purpose if good results are desired. If anyone will take a test tube, say, ¾-inch diameter, half full of freshly-made linseed oil, and apply heat until the dense fumes given off flash or burn, he will find, notwithstanding the oil may have been carefully filtered, and be perfectly bright, that large flocks of gelatinous-like matter are formed, sometimes amounting to 20 per cent. or 25 per cent. by bulk of the oil treated; this is technically known as breaking, or "spawning." If the contents of the tube are allowed to cool, and are poured on glass, a very irregular surface results, showing that the oil is not matured, since if an oil of similar quality be retained in tank it gradually loses its tendency to spawn or form flocks, until, after two or three years' storage, it remains clear and bright, even if heated until the fumes burn quietly, and can then be used with safety and satisfaction for any class of work. The albuminous or flocculent matter appears by age to have become absorbed by the oil; it tends to give increased toughness and backbone in use. Many users are aware of this, and go to the expense of tanknig their oil for a long period before using, and they find that their products are correspondingly increased in quality and uniformity. The test given above, though proving that an oil is unsuitable, does not prove an oil to have been tanked for any length of time, as some firms are able to produce by chemical treatment an oil which, though new, will successfully pass this test. This treatment is usually alkaline in character, and consists in removing the spawn, or albuminous matter, and at the same time the free fatty acids are removed also, the resultant oil commanding a higher price as standing heat without "spawning." This oil does not and can never take the place of a genuine oil, as it tends to produce a finished article wanting in toughness and body.

"Sure," said Patrick, rubbing his head with delight at the prospect of a present. "I always mane to do me duty."

"I believe you," replied his employer; "and therefore I shall make you a present of all you have stolen from me during the year."

"Thank your honor," replied Pat; "and may all your friends and acquaintances trate you as liberally.'

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OUR WRITING MACHINES.

America Now Produces an Endless Variety to Suit the Whims of Everybody.

Business men throughout the world are using typewriters more and more than ever before, and they have been liberal patrons of the machines advertised in our columns. The industry in America has been growing rapidly, new factories have been built recently and new ideas have been coming out in commercial form. The New York *Times* has made a study of the situation and its deductions are of more than ordinary interest.

The report prepared under the direction of the United States Census Office in 1900 showed that the amount of capital then invested in the manufacture of typewriters and supplies throughout this country was, approximately, $8,500,000, which represented the value of land, buildings, machinery, implements and live capital utilized, but did not include the capital stock of any of the concerns engaged in the industry. The value of the products turned out was about $7,000,000.

There are indications that since the issuance of this report the total amount of capital employed in the typewriter industry has increased in the United States to about $12,000,000, and that the value of the product increased correspondingly. Although, naturally, some of the concerns which have sprung up of late years have failed, there is abundant proof that many of them have succeeded, and that their machines are installed in offices and elsewhere. Among these machines there are some whose mechanism is very simple and others whose mechanism is extremely complex, at least to a layman. Ten minutes' examination of some of them is sufficient for any one to obtain a fair knowledge of their construction, while to understand the why and wherefore of others would require weeks of study.

It is doubtful if the development of any other modern device has been so rapid during the last twenty-five years, and few persons are to be found who claim to be familiar with the construction and operation of one-half the typewriters now in use. In attempting to explain why it is that, under the present conditions, there is a good demand for a score or more of these machines, a New Yorker of experience said:

"In the first place, no two operators write alike, because no two are of precisely the same temperament. One may depress the keys with a slow and even touch, another's touch may be quick and jerky, that of a third exceedingly irregular and clumsy and awkward in style. The would-be expert strives to cultivate a quick and methodical style of fingering the keyboard, and naturally chooses a machine capable of fine adjustment. A salesman will invariably tell you that the make of machine he handles is susceptible to the most delicate touch, but his statement is not always true. A slow operator, or one who cares more for the appearance of his work than for the speed with which it is done, usually selects a typewriter that looks to be strong and durable, and unlikely to balk or get out of alignment. Others have queer notions about the cause of 'sticking'—that is, the refusal of the typebars to strike—and will not buy a machine which appears to be intricate in construction.

"There is another body of operators who invariably insist on having the very latest machines produced. They resemble the bicyclist who willingly exchanges a wheel that is in good working order and practically new for another of a later model and pay $25 to boot. If they get the impression that their machines are out of date, that settles it; they must get rid of them. On the other hand, there are old, pioneer operators who claim that the machines made five or ten years ago are superior to those of the present, and they practice what they preach by using what are commonly called antiquated models.

"There are other operators to whom the sound of a typewriter is exceedingly objectionable, and who make it a point to obtain the most silent machines to be had. They are not particular about the size of a machine or its peculiarity of action, but it must be, as they say, noiseless. It often happens that an operator occupies the same office as his employer, and that the latter objects strenuously to a machine with a loud click.

In recent years the light-weight typewriter has won a host of friends. Hundreds of people, among them clergymen, authors and newspaper reporters, desire a machine which they can pick up and carry easily, and perhaps put in their traveling bag; they have no use for one of large frame which occupies almost as much space when encased, as a small trunk. They consider portability before all else.

"There are to-day as many sticklers for faultless alignment as ever, but the question of touch above referred to is one in which the largest number of persons seem to be interested. Beginners, as well as experienced operators, are fastidious about the amount of pressure necessary to depress the keys, and, moreover, about the distance the keys drop when they are struck. Attempts have been made to lessen this distance and to facilitate the action of the keys, but they have been successful only in a measure. It is true we now have so-called power or electrical typewriters, which have met with some favor. In using these machines it is only necessary to touch the keys with sufficient force to release the latch mechanism, and electricity does the rest. The mechanism is operated by magnets, the circuit being closed whenever the writer strikes a letter.

"Discussion over the advantages of single and double keyboards, which has engaged the attention of manufacturers and expert operators for many years and has resulted in decided prejudices on one side and the other, will probably continue, but it really amounts to very little, as observation shows that machines of both styles have their adherents, whose views are not likely to be swayed by individual opinions.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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"Unquestionably, the 'visible writing' machines have something of a call over the others, but people not familiar with the facts would be surprised to know that some operators care very little about seeing their work while they write. They say they prefer to have it hidden, as it is in most cases, because if it were constantly in view it would tend to sidetrack their train of thought, so to say, or perhaps disturb a burst of eloquence. As a matter of fact, a skillful operator rarely examines his work until it is finished, and wouldn't look at it if it were in sight.

"A machine's price also has much to do with its sale, especially with beginners, but the person who becomes thoroughly acquainted with one or more so-called high-grade machines isn't apt to be influenced by their price, for he knows he can rent or buy at reduced figures a second-hand machine of the style that suits him which will answer his purpose."

FISH HOOKS.

More Than 200 Kinds, Each With Many Sizes.

At a meeting of the Anglers' Association of Onondaga, George Barnes Wood, of Syracuse, read a paper on "Fish Hooks," and told some things about them which will be news to many fishermen. Among other things he said:

"Primeval man hooked and caught fish by the aid of numerous devices, the most important of which were gorges made of bronze and stone. The latter consisted of pieces of stone about an inch in length with a groove in the middle for a line. One of these gorges, a relic of the stone age, has been discovered in France and is about eight thousand years old. When swallowed by the fish, it turned across the fish's gullet and held it secure.

"After stone, bronze was used, and then bone. The early Indians used bone, thorns and antlers, and later improvised hooks made from hand forged nails.

"The saying of Amos in the Old Testament established the fact that fish hooks have been used nearly 2,700 years. He says, 'The days shall come upon you, that he will take you away with hooks, and your posterity with fish hooks.' (Amos iv., 2).

"It has been stated that the best quality of hooks are made in this country and that the imported hooks are inferior in temper and durability. The facts are simply reversed. There has been but one factory in the United States that ever made the attempt to compete with the imported hooks, and it gained a fine reputation for turning out hooks, which were compared to pin hooks, with the exception of their having a barb.

"The reason why Americans do not manufacture as good hooks as those imported is the same as why we cannot make needles. We lack the experience in tempering, and, until recent years, have been unable to make steel to compare with that of England, Germany and France.

"There are over two hundred different sorts of hooks, each having from twenty to thirty sizes, among which may be mentioned:

Eyed, flatted, ringed, tapered, turndown eye, knobbed, spiral eye, Kirby, Limerick, Kendall, sneck bent, Pennell, turndown eye, Cholmondeley Pennell, gravitation cod, double brazed, double black or japanned, double brazed live bait, lip hooks, Mahsen treble, double reversed Limerick, round bent sea hooks, Harwich sea hooks, Exeter, York trout, New York bass, perfect trout, perfect bass, halibut, mackerel, dog, roach, hake, Mackensie, balting hook, central draught, Indiana bass, Kensey, blackfish, sheepshead, Whiting, Virginia, Chestertown, O'Shaughnessy, Aberdeen, sproat, bayonet point, spear point, hollow point, needle point, double, treble, quadruple, double safety pin, Norway, yankee, pothook, weedless, sockdolager, automatie, round bend, Pennsylvania, salmon, crystal.

"Yankee inventions on fish hooks have been numerous, but little attention has been given to efforts to change the shape. I have examined the United States Patent Office reports and find 119 patents were granted on fish hooks from the year 1872 to 1903, an average of about four each year. The banner year was in 1899, there being fourteen patents issued. Nearly all patents have been on the principle of the 'snap-and-catch-'em' order none of which appeals to the true angler.

"The Kirby is the oldest steel hook made in England. Its name is derived from its inventor, a Mr. Kirby of London. Samuel Allcock of Redditch, England, writes me that he remembers the appearance of the Kirby hook sixty-five years ago. This hook has a curve in the body, is commonly called a bent hook and does not lie flat on a level surface.

"The Limerick follows next in order. It is a straight hook and lies flat on the level. The bend is more acute and the barb a trifle longer than on the Kirby hook. It was made in Limerick, Ireland; hence its name.

"Shortly after it came out a Mr. Philips of Dublin, Ireland, made a slight alteration of the point. Instead of a straight point, he caused the point to stand out! he also made it not quite so long, hence the name 'Dublin Limerick.' His claim was that upon striking the fish it was more sure of hooking him.

"The Kendall hook was first made in Kendall, England, whence its name. It has an almost square bottom and is bent like the Kirby, the shank being about the same length.

"Carlisle hooks were first made at Carlisle, England. They have a round bend and were termed 'Carlisle Kirby,' which shape have a round bend and lie flat. Later they were manufactured at Kirby and given a bend and were termed 'Carlisle Kirby,' which shape is mostly used in this country and called Carlisle.

"Barbless hooks have been used by the Japanese for centuries. They are much used by the fish breeders in order to avoid injuring the fish when taken from the water to be stripped of spawn and milt for the hatchery.

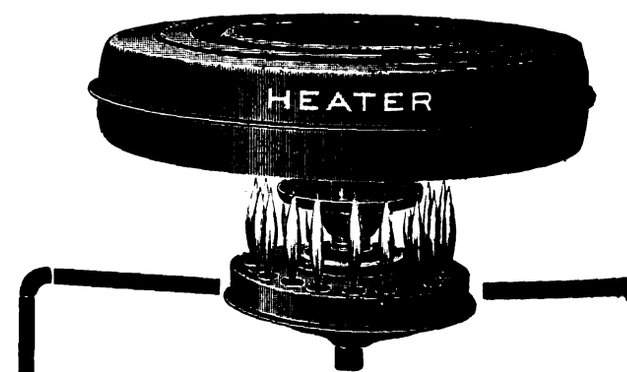
"When Seth Green was in charge of the New York State Fish Hatchery at Caledonia, he made the assertion that more fish could be caught and saved by barbless hooks than any other. He gave me a few to try and taught me how to make them, which was by using the best steel needles. First we annealed them and then bent them around a form which was like a Carlisle, only the point was a trifle higher.

"I made over one hundred, which were distributed among my angling friends as an experiment. The results were the same. On small trout, which could be quickly landed, it worked admirably, but for bass, pike and pickerel it was a failure as the reports showed a loss of 6 per cent. of fish hooked.

"H. Cholmondeley-Pennel of London was formerly inspector of Sea Fisheries of England. The eyed trout hook was perfected by him in 1885, and, strange to say, it is almost a new hook to the angling fraternity in the United States.

"It is used extensively in England, especially for flies, as they are much easier to carry and with little practice are quickly changed from one kind to another on the leader. I consider the draught better than any other kind. The Limerick style combines the three great requisites of penetration, holding power and flotation, or the general contour of the shank.

"Double hooks originated centuries ago. They are said to



20th Century "White Flame"

Combination HEAT AND LIGHT

Attaches to any Chandelier, Wall Bracket or Portable Stand.

Gives great heat and brilliant light at one time and at one cost.

Delays "Stove and Furnace Time."

There are generally bath-rooms and other places in houses that are better for extra heat, particularly if it adds nothing beyond the cost of the usual illumination.

Must not be confounded with "old-fashioned blue flames," because it gives greater heat besides the light and is strictly Hygienic. Retails $1.25.

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20th Century Mfg. Co.

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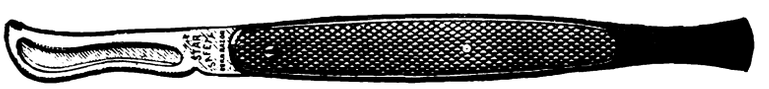
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have been used before the single hook. Many millions of double hooks are now utilized in this country for the manufacture of spoon baits, gangs, and inventions to represent fish.

"More than a century has passed since any attempt has been made to improve the eye. One manufacturer has lately been granted a patent on double interchangeable hooks. The shank is arranged like a safety pin. Its advantages are: It can be attached and detached in a second; it can be made in single or treble hook as well.

"The sproat hook is undoubtedly one of the best known and most universally used hooks throughout the United States. It has been termed by some the hogback, as it has that appearance when laid on its point.

"It has gained a worldwide reputation on account of its admirable form, having a beautiful curve, and its penetrating power is very near correct because the pull is nearly in the direction of the point. It also has the advantage of being less liable to break than any other on account of its general construction, together with the size of the wire used."

A NEW ARGUMENT AS TO THE CHINESE.

In an article entitled "The Folly of Chinese Exclusion," in the *North American Review*, Mr. Hubert Howe Bancroft, the historian, condemns the policy of preventing the Chinese from coming to the United States. Mr. Bancroft characterizes the Chinese as the best working foreign element in the world, the least harmful to American politics and people. One seldom or never sees a drunken or disorderly Chinaman. He is seldom found in institutions supported at public expense. He is not found begging or soliciting. Indeed, the argument of the exclusionists, that the Chinese will not become one of us, marry our daughters, manipulate our primaries, run for office and rule the country, is only an enumeration of reasons why they should be admitted to do the lower class of work which white men do not care to do. Mr. Bancroft continues:

"Some have suggested danger to the Republic in thus leaving open the portal for the unrestricted inpouring of Asiatic hordes to kill and drive us into the eastern ocean. Yet, they must know that the laboring man in China dares scarcely go from one province into another unprotected. The price of passage to California is to them equivalent to a fortune, and the journey like the journey into another world. In times past, he who adventured alone had often to sell or pledge his wife for the necessary means, while contractors for coolie labor would not bring men over at less than some fixed price. As for the rest, the law of supply and demand regulates it. It is a matter of record that, when wages in California fell below $15 a month, Chinese immigration not only ceased but the tide turned the other way. Chinamen will not leave home and face the cost and dangers of the ocean voyage unless they can have work at remunerative rates; and work is all that they desire."

NICKEL.

Nickel is a metal which occurs rather sparingly in nature, and in but few localities, being usually associated with cobalt, says the *Decorators' Gazette* and *Plumbers' Review*, of London. Native or metallic nickel is found at Westerwald, in the Erzgebirge. In Bohemia it is found combined with arsenic in the mineral known under the significant name of kupfernickel; in union with cobalt, iron and copper as arsenic nickel, in the Harz, and at Reichelsdorf in Hesse. It occurs as an oxide in nickelschwartz, as a sulphide in kharhoes, as a sulphide and arseniate of nickel in nickelglanze and with sulphur and antimony in nickelspeiss glanzerz at Siegen. Nickel is always present in meteoric stones. Kupfernickel occurs in numerous forms or shapes, as reniform, globular, botroidal, arborescent, massive and disseminated; its fracture is coarse or fine grained, and it has a metallic lustre, its color is usually copper red, occasionally brown and grey, and it occurs in silver and cobalt veins, in gneiss, sienite, mica-slate, kupfer schiefer, accompained by speiss, cobalt, native silver, quartz, etc. It is found in Westphalia, near Olpe; in Hesse at Reichelsdorf, and Biber in Baden; in the Saxon Erzgebirge, near Saalfield; in Steyermark, near Schladming, in Hungary, France and England.

Since the manufacture of German silver and the nickel plating of iron and other metals became so much commercial importance, the extraction of nickel has been undertaken upon a considerable scale. The cobalt ores are its most fruitful sources and they are chiefly treated by the method of Wohler to effect the separation of the two metals. The arsenic they contain is expelled by roasting the powdered speiss first by itself, next with the addition of some charcoal powder, till the gallic odor due to the arsenic is no longer perceptible.

The residuum is then mixed with three parts of sulphur and one of potash, melted in a crucible with a gentle heat, and the product, being lixiviated with water, leaves a powder of metallic luster, which is a sulphide of nickel free from arsenic, while the arsenic associated with the sulphur and combined with the resulting sulphide of potassium passes into solution. Should any arsenic still be found in the sulphide, as may happen if the first roasting heat was too great, the above process must be repeated. The sulphide is then finally washed and dissolved in concentrated sulphuric acid, with the addition of a little nitric acid. The metal is precipitated by adding carbonate of soda, and the precipitated carbonate reduced with charcoal.

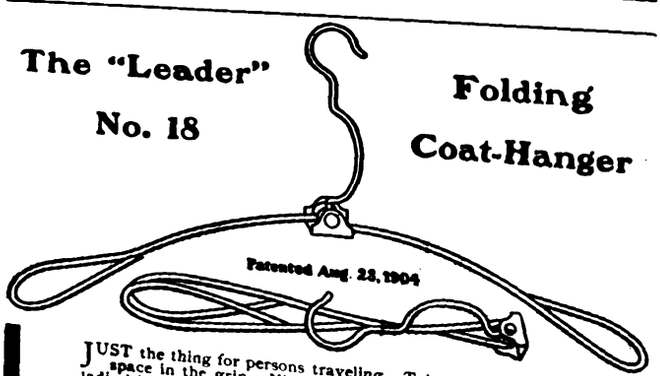
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Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

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IN view of the fact that there is room at the top, and a good demand for a high class Horseshoe Nail, we wish to bring it to the attention of the trade that we are making but *one grade* of Horseshoe Nail (**THE NEW PUTNAM,**) which is first-class in every respect, and superior to any that have ever been previously offered, and that we are, therefore, *maintaining prices*, and that our machines make no seconds or inferior nails with which to flood the market and create unsatisfactory and unprofitable conditions; nor have we an overstock to dump to add to the demoralization.

In this relation, it should be borne in mind that the difference in price between our nails, and that of the very cheapest now sold, amounts to only 1½c. *per horse.*

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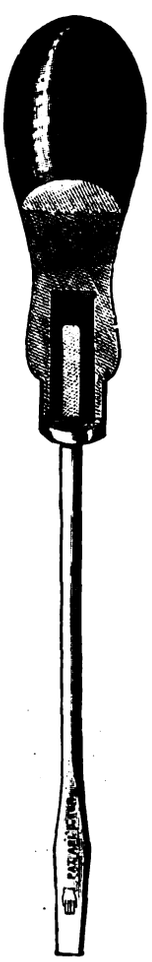
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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Allegan, Mich.—The Allegan Hardware Supply Co. has been incorporated with $10,000 capital stock.

Athens, Ohio.—The Carpenter Bros. Hardware Co. will open a Hardware store at once. This company has a store both at Glouster and at Nelsonville and all the members of the company are experienced Hardwaremen.

Antigo, Wis.—The John Hessel Hardware Co. has been incorporated. Capital stock, $15,000. Incorporators: John Hessel, Ida Hessel and George Ewen.

Atlanta, Ga.—The Modern Device Co. has been incorporated by Thomas H. Pope, G. J. Powell and W. T. Jones. Capital, $1,000, to deal in scales, cheese knives and similar devices.

Batesburg, S. C.—The Holman-Cullum Hardware Co. has been incorporated. The capital is $5,000, and the incorporators are: J. A. Cullum, president; E. M. Fuller, vice-president; J. B. Cullum, secretary, and J. B. Holman, treasurer.

Bay City, Mich.—The Bialy Hardware and Supply Co. has been incorporated. Capital stock, $20,000.

Clyde, N. Y.—E. Q. Corrin has opened a new Hardware store in the Collier block on Glasgow Street. He has a very fine and complete line of up-to-date goods in light Hardware.

Corning, Iowa.—The Corning Implement Co. is a new firm that has been organized for the handling of general farm implements. They expect to open up for business February 1st.

Falkville, Ala.—A. J. Jones and Lawson Bean, of Hartselle, have embarked in the Hardware business at Falkville. Mr. Jones has for some time been in the employ of J. H. Corsbie, Hardware merchant, of Hartselle.

Indianapolis, Ind.—The Western Hardware Co. of Illinois has made application to do business in Indiana. Amount represented, $7,500.

Kingsburg, Cal.—A. T. Carson will erect a building on East Draper Street, where he will put in a stock of Hardware and furniture.

Milwaukee, Wis.—The Weinsheimer Hardware Co. has opened a new store at 2401-3 Walnut Street. The firm has just been incorporated by A. Weinsheimer, R. C. Freihube and Edwin Kraus. They will carry a complete line of Hardware, stoves and general house furnishings.

Nashville, Tenn.—The Forked Deer Hardware Co., of Dyer County, has been incorporated. Capitalized at $1,500. Incorporated by C. C. Dawson, Sam Ferguson, W. W. Lauderdale, Dan Cotton and L. M. Mitchell.

New Orleans, La.—On December 8th the charter for another big enterprise was filed and New Orleans now has another wholesale and retail Hardware establishment, in the United Hardware Co., Limited. The capitalization of the new company is $200,000. T. J. Henderson is president, John T. Gibbons, vice-president, and James J. McLaughlin, secretary. The new corporation has leased a building in Canal Streeet. Among the members of the new corporation are: J. B. Levert, John T. Gibbons, T. J. Henderson, Frank Ziegler, J. J. McLoughlin, Mr. Martin, of the United Paint Co.; Seckler Bros., and a number of other equally prominent business men. A. B. Reins, long a prominent attache of A. Baldwin & Co., will be with the new corporation in the capacity of a director. T. J. McLaughlin, who has been in charge of a department for A. Baldwin, will also be with the new enterprise, while Joseph Pritchard, formerly of Simmons Hardware Co., in St. Louis, will be another experienced Hardwareman. O. Ewing, an expert in builders' supplies and builders' Hardware, will have direct charge of that department, which promises to be the specialty of the institution.

Peoria, Ill.—The Illinois Implement Co. has been incorporated. Capital, $2,500. Deal in implements. Incorporators: S. B. Hazard, D. S. Brown, L. W. Hazard.

Petosky, Mich.—The Petosky Hardware Co. has been incorporated. Capital stock, $1,000.

Shawnee, Okla.—The Estes Hardware Co. has been incorporated. Capital stock, $25,000. Incorporators: W. J. George, L. W. M. and E. L. Estes, all of Shawnee.

Snyder, Texas.—The Paxton Hardware Co. has been incorporated. Capital stock, $20,000. Incorporators: George L. Paxton,

Sumter, S. C.—The Durant Hardware Co. has been incorporated. Capital, $12,000. Incorporators: Lucius B. Durant, president; R. K. Wilder, vice-president, and Perry M. Parrott, secretary and treasurer.

Trivoli, Ill.—Mr. Bowton, of Abington, will open a store here, where he will have for sale buggies and Hardware.

Utica, N. Y.—The Smyth-Despard Co., recently incorporated, met and organized on December 13. D. DeW. Smyth was elected president and treasurer; F. DeW. Smyth, vice-president, and Frank T. Despard, secretary. The company's place of business will be at 10 Catherine Street. Mill supplies, machinery and tools will be handled.

Changes.

Belle Plaine, Minn.—D. Callahan, who has been in the Hardware business thirty-two consecutive years, has retired and is succeeded by A. H. Abraham.

Chardon, Ohio.—Rufus Smith, a retired farmer and member of the firm of Smith, Fowler & Co., bankers, of Chardon, on December 19 bought out the Hardware firm of Hugh McGugan, who has been in business here for over ten years.

Chester, Iowa.—John H. Hingweld has sold part of his Hardware stock to Marshall & Murray and will remove the rest to Cherry Grove, Minn., where he has bought a general store.

Elma, Iowa.—E. and W. Galehouse have sold their Hardware stock to F. W. and T. E. Church, who will continue the business.

Elmore, Ohio.—The Banting Sawders Co. have changed the firm name to The Elmore Hardware Co.

Gibson City, Ill.—The Hardware and jewelry stock of Ullery & Jones has been sold to G. W. Fundis and W. A. Cottrell.

Great Falls, Mont.—After a number of years devoted to the carrying on of a successful Hardware business in this city, the Great Falls Hardware Co. on December 7th gave way to the Northern Hardware Co., a corporation, in which Charles Harris owns an interest, and which will carry on the business of the old company. The capital stock of the new company is considerably greater than that of the old and it is stated that the business will be greatly enlarged and will be conducted on a broader scale under the management of Mr. Harris, who is an experienced Hardwareman, long associated with the great house of the Marshall-Wells Hardware Co., of Duluth.

Helix, Ore.—John S. Norvell & Co. have purchased the Hardware and furniture business of Jones & Walker.

Hutto, Texas.—C. R. Stephens sold his Hardware business to Will Wehrung.

Ithaca, Neb.—Barney Schroeder has sold his interest in the Schroeder & Youngstrom implement business to Will Biggerstoff. The firm name will now be Youngstrom & Biggerstoff.

Jacksonville, Ala.—Stewart Bros. are having a warehouse built to the rear of their business establishment for the storing of their buggies, machinery and heavy Hardware, in which they are extensive dealers.

Johnson City, Tenn.—W. J. Barton has sold his interest in the Hardware firm of Summers, Barton & Parrott to J. J. Summers, the head of the firm. The firm is now styled the Summers & Parrot Hardware Co. After January 1st it will do more wholesale business than at present.

Maryville, Tenn.—Will Caldwell and Frank Eagle have purchased the Hardware business of R. G. McNutt.

Memphis, Tenn.—Three large manufacturing concerns have co-operated for the purpose of opening a warehouse and storage plant in this city. A. D. Langstaff, well known throughout the South as a traveling man, is to be in charge of the offices. The Gray & Dudley Hardware Co., of Nashville; the Excelsior Stove and Manufacturing Co., of Quincy, Ill., and the Medaris-Vine Carriage Co., of Cincinnati, Ohio, have named him Southern manager. Mr. Langstaff has engaged offices and warehouse room at 15 Union Street. He will carry full lines of the articles manufactured by the firms he represents.

Mobile, Ala.—S. E. Hodge has disposed of his Hardware store at the corner of North Main and East Court Streets to William J. Knight and Judson Ambrose. This is a deal which has been hanging fire ever since Messrs. Knight and Ambrose retired from the Hardware Supply Co. They are experienced men in the Hardware business and the location they have secured is one of the very best in the city.

Mounty Holly, N. J.—A stock company has purchased the Hardware business of Samuel T. Engle. These officers have been elected: B. V. Summerill, president; William A. Forman, Jr., vice-president; Samuel Richards, secretary and treasurer; Samuel T. Engle, manager. The consideration is said to have been $3,000.

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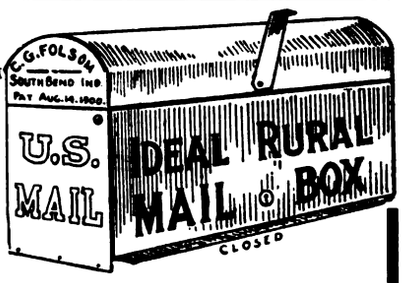
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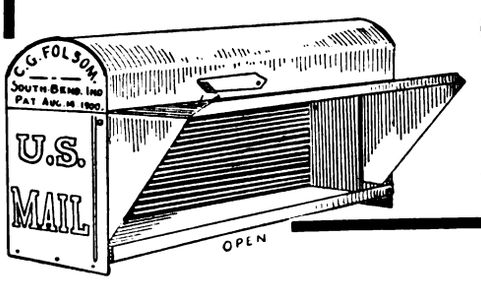
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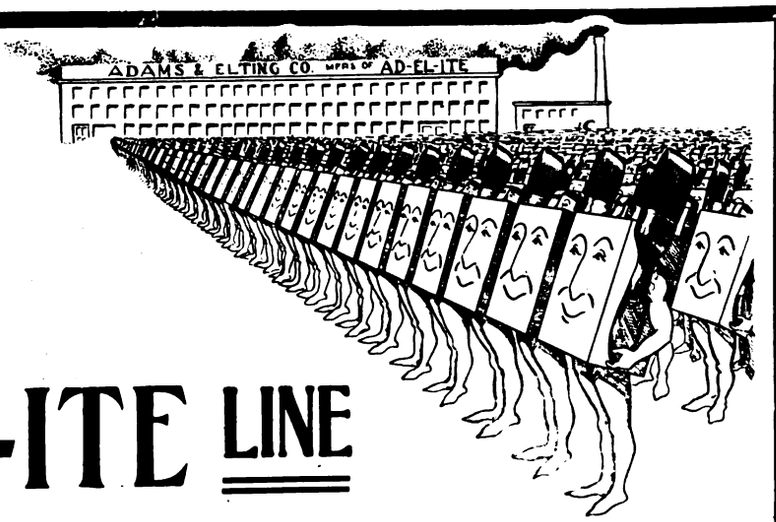
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We increase the dealers' sales by creating a demand for our goods among his customers and telling them that he carries our line. Isn't this about the kind of co-operation you want?

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Aurora, Ill.—Aurora Light and Stove Works has been incorporated; capital, $10,000; manufacturing. Incorporators, K. C. Loehr, M. B. Rich, R. F. Potter.

Boston, Mass.—Massachusetts Oilless Bearing Company has been incorporated; capital, $400,000. President, William T. Carroll; treasurer, Charles F. Pharaoh, Worcester; clerk, Charles S. Forbes, Boston; directors, president, treasurer, and Ira B. Forbes, Melrose, Mass.

Boston, Mass.—North Star Device & Implement Company has been incorporated; capital, $60,000. President, Walter E. Donovan, 80 West Newton Street, Boston; treasurer, Joseph P. Allcott, Boston; clerk, George F. Ramponi, Boston; directors, as above named.

Boston, Mass.—The Clifton Nail & Supply Company has been incorporated; capital stock, $50,000. Incorporators, John F. Scott, Henry R. Scott and Jasper N. Johnson; directors as above named.

Brillion, Wis.—The Brillion Woodenware Company has been incorporated; capital, $35,000; incorporators, Joseph Wolfinger, Charles Bruss, H. Behm, Henry Horn and Hugo Muehlbach.

Bristol, Tenn.—Smith & Wilson are the organizers of a large wood-working plant for which machinery has already been installed. Operations commenced on December 20th.

Brooklyn, N. Y.—Jacques Ochs Company has been incorporated, (arc and incandescent lamps;) capital, $5,000. Directors—Charles Wertheim, Brooklyn; Max Holtzer and Jacques Ochs, New York.

Camden, N. J.—The Simpson Stove & Manufacturing Company, 417 Market Street, has been incorporated; capital stock, $125,000. Incorporators, Paul W. Miller, H. A. Tucker, M. A. McKee. The company is to manufacture and deal in stoves of all kinds.

Chicago, Ill.—Hunt Vise & Tool Company has been incorporated; capital, $5,000; manufacturing tools; incorporators, J. L. McKittrick, G. G. Standart, H. C. Ellis.

Conway, S. C.—The Atlantic Broom Works has been incorporated; capitalized at $1,000. The officers are Charles H. Snider, president; John C. Spivey, vice-president; James A. Lewis, secretary and treasurer.

Fultonville, N. Y.—White Mop Wringer Company has been incorporated; capital, $50,000. Directors—Olin N. Wardwell and Herbert C. White, Fultonville, and Frank S. Porter, Chicago, Ill.

Kiel, Wis.—The Metallic Screen Company has been incorporated; capital, $15,000; incorporators, Dr. J. Barber, F. J. Kabat, and August Born.

Marietta, Ohio.—Mr. J. H. McConnell, who retired from the management of the Marietta Manufacturing Company nearly a year ago, is to engage in a new branch of the manufacturing business in Marietta and expects to be ready for active business within a few weeks. Steam specialties will be the product of the new plant, of which a steam separator and trap will be the main product. Other lines will, of course, be manufactured by Mr. McConnell, and all of his products will be fully covered by his own personal patents.

Mechanicville, N. Y.—The W. F. Green Company has been incorporated to manufacture Hardware; capital, $25,000. Incorporators: W. C. Tallmadge, A. M. Ryan, G. W. Crissey, Mechanicville, N. Y.

New York, N. Y.—Eureka Lock & Metal Company has been incorporated; capital, $20,000. Directors: Morris Kleppner, Samuel Kleppner and David Gotthelf, New York.

Niagara Falls, N. Y.—Another new factory has located at Niagara Falls. It is the H. J. Gurner Company, which will manufacture the Gurner ice-cream freezer.

Rochester, N. Y.—The Pritchard-Strong Company has been incorporated; (Hardware and art metal staples;) capital $100,000. Directors—Henry A. Strong, Albert R. Pritchard, and Thomas B. Pritchard, Rochester.

San Antonio, Texas.—Keyless Lock Company has been incorporated; capital, $25,000. Incorporators, O. Katzenberger, A. Dreiss, O. Koehler, E. H. Elmendorf and R. L. Ball.

Terre Haute, Ind.—The "I. X. L." Manufacturing Company has been incorporated. The company is capitalized at $100,000 and is organized for the purpose of manufacturing vapor burners and stoves, motor power churns, vehicles, and shaft fastenings. The company is comprised of Marcus Dyer, Ira D. Andrews, Leonard D. Scott and William T. Littlefield.

Trenton, N. J.—The Federation Hardware & Manufacturing Company has been incorporated. It is understood that the business will be carried on in New York City.

Warner, Ill.—Warner Elevator Manufacturing Company has been incorporated; capital, $20,000; manufacturing implements of all kinds; incorporators, W. S. Warner, L. C. Warner, W. H. Miller.

Worcester, Mass.—The Stokes Damper Company has been organized, with Francis R. Hayden, of Worcester, president, and Marston E. Stokes, treasurer. The company is capitalized at $10,000.

Changes.

Birmingham, Ala.—J. R. Day is making preparations to double the capacity of his stove foundry that was built in November. So great is the demand for the grate stoves the plant is turning out, that it has been made necessary to enlarge the industry. The stove that is being manufactured was patented by Mr. Day.

Birmingham, Ala.—The entire stock of the Avondale Stove and Foundry Co. was purchased recently by Perkins Ellis, Thomas Ellis and Frank Ellis. The new management will take charge of the plant at once. The plant employs sixty-five men and has an output of 200 stoves a day. The new management will probably increase the capacity of the plant in a short time.

Kingfield, Me.—The firm of Gilman & Landers, Kingfield rake manufacturers, has dissolved partnership, Mr. Gilman going out. Mr. Landers will continue the business.

Manato, Minn.—The Rue Manufacturing Co. will locate in this city. This firm has patented the Rue washing machine, and has an immense sale on their product.

Nashville, Tenn.—The International Paste and Polish Co. has increased its capital stock to $25,000.

Omaha, Neb.—The Aultman & Taylor Machine Co. will remove from Omaha. An office and warehouse will be established in Lincoln and the business of the local house will be divided between the Lincoln branch and the new house at Des Moines. The company has been doing business in the city for a number of years and occupies quarters at Ninth and Jackson Streets. It handles, principally, threshing machines, traction engines and similar agricultural machinery. F. L. Loomis, who has been manager of the company, has been transferred to Minneapolis and H. A. Donovan has been made manager in Lincoln and has temporary charge here. "We are making this move," said a member of the firm, "because we want to get nearer our competitors. Some of them are in Lincoln and we feel we can handle our business better from there. We are arranging for a building to be put up there and as soon as it is ready Mr. Donovan will go there to take charge. The Omaha house will not be closed at once."

Pittsburgh, Pa.—The Dowernian Rivet and Bolt Manufacturing Co. has increased its capital stock from $10,000 to $50,000.

Plymouth, Mass.—Stockholders of the Plymouth Cordage Co. at their special meeting on December 14, ratified the proposition to increase the capital of the company from $1,500,000 to $2,000,000. The new capital will be used in handling the company's largely increased business.

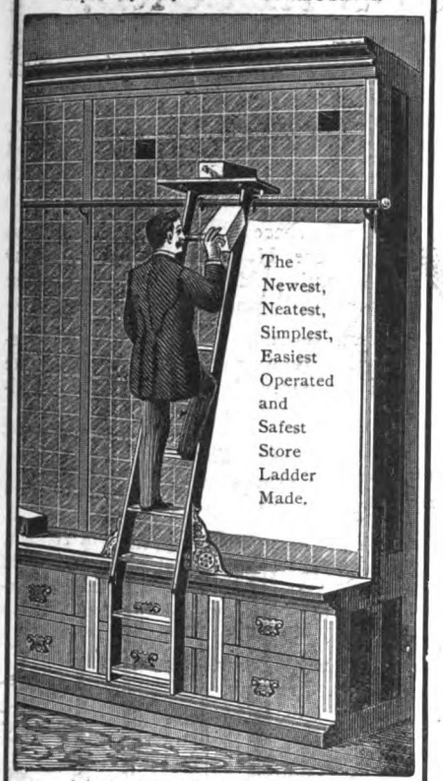
Port Huron, Mich.—Frank E. Beard, trustee of the Steel and Screw Works, of Port Huron, sold the property to E. W. Wilson, of the Port Huron Saw Works, for $9,000. The business will be reorganized.

Trenton, N. J.—Ground has been broken for a new plant of the Trenton Hardware Co. to replace the one recently destroyed by fire. This company is composed of Charles B. Everdale and Charles E. Borden. Sixty men will be employed and the plant will probably be ready for operation by early Spring.

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procured promptly and with care in all countries. Also trade marks and copyrights.
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ATTORNEYS-AT-LAW.
WASHINGTON, D.C.
St. Paul Building, NEW YORK.

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The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



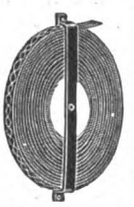
is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York



THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.



Hear Ye! Good Hardware Men

Be It Known,

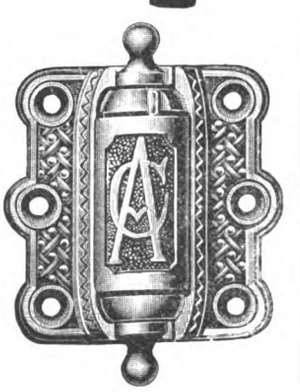


The ARCADE COMPANY
of FREEPORT, ILLINOIS

have issued for the benefit of the hardware trade a handsomely printed Catalogue filled with terse descriptions and neat illustrations of the many needful articles for the progressive hardware store, manufactured by them.

You will need this catalogue for reference this coming year.

A postal brings it and "bed rock prices," too.



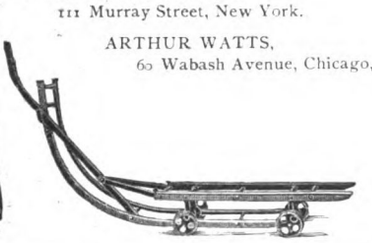
SELLING AGENCIES:

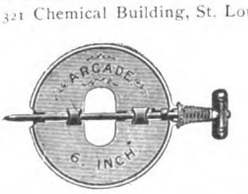
HERNI KORNAHRENS,
111 Murray Street, New York.

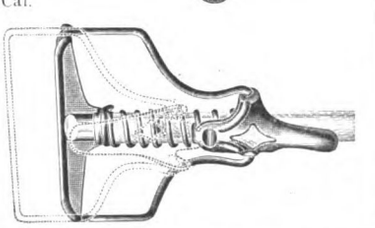
ARTHUR WATTS,
60 Wabash Avenue, Chicago, Ill.

JOHN T. ROWNTREE,
323 Realto Building, San Francisco, Cal.

J. E. FORSEE & SON,
321 Chemical Building, St. Louis, Mo.







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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Detroit, Mich.—The Reliance Motor Co. has been incorporated. Capital stock, $400,000.

Manitowoc, Wis.—The Eclipse Boat Co. has been incorporated. Capital, $60,000. Incorporators: Samuel Randolph, William E. Kawalle and John J. Schroeder.

Minneapolis, Minn.—The Consolidated Manufacturing Co. has been incorporated with $300,000 authorized capital. The company will manufacture bowling alleys, washing machines and novelties. The incorporators are: Otto Munson, N. P. Brahy and Thomas Cunningham.

Mobile, Ala.—The Mobile Motor Car Co. has been incorporated. Capital stock, $25,000.

Norwood, R. I.—D. F. Hoosie & Co. have rented a store in the Chilson Block and will open a Bicycle, sewing machine, phonograph, gun and electrical novelty store.

Philadelphia, Pa.—Edw. K. Tryon, Jr., & Co., has been incorporated as the Edw. K. Tryon Company. This is one of, if not the oldest, gun house in America. The late copartnership of Edw. K. Tryon, Jr., & Co., which expired on January 1, was formed in 1868 by the late Edw. K. Tryon, Jr., who died on September 19 last, and who remained until his death senior member of the firm. During his careful but aggressive management the firm grew from an exclusive firearms house into manufacturers, jobbers and importers of every class of sporting goods, occupying various buildings of continually increasing size, until a few years ago the two spacious stores, 611 Market Street and 10 and 12 North Sixth Street, were leased by the concern. The entire subscription of stock has been taken by the surviving partners of the old firm, Edw. B. Mears, Jr., Evan G. Chandlee and Charles Z. Tryon, who become the directors and officers.

Wilmington, Del.—The Pittsburgh Powder Manufacturing Co. has been incorporated with a capital of $1,000,000. The company will manufacture gunpowder and other explosives. The incorporators are: John W. Pontefract, H. W. Gleffer and Charles G. Grubb, all of Pittsburgh.

Changes.

Chicopee, Mass.—The Spalding Co. has equipped its new quarters at the Center in up-to-date fashion, and has now a greater capacity than it had at the Falls. All of the departments have been reorganized, the entire shop remodelled, two new boilers and a 200-horse power engine installed. The distinct advantages over the former place of work lie in the fact that a greater water power is secured, and also that more room, both for present operations and for future extensins, is available. Recently there has been installed in the works a better automatic sprinkling system to replace the old sprinklers. A unique golf ball testing machine has been installed at the links of the Chicopee Golf Club by the Spalding Co. The machine, which is kept in a small house, 8 by 12 feet in height, has proved successful in testing the strength and carrying power of balls. It drives the ball with the force and dispatch of a skilled golfer, hitting a blow like the wood and the iron heads of golf sticks. In practice drives it has sent the balls to great distances, and has proved all that has been hoped from it. The machine has been inspected by Charles S. Cox, manager of the golf department of the Spalding Co., of New York.

Defiance, Ohio.—The D. M. LeFever Sons Co. has changed its name to the Defiance Arms Co.

Grand Forks, N. D.—On December 8th a deal was completed between W. B. Wood and M. W. Ferguson, of this city, for the purchase of the stock of the Ferguson Sporting Goods house from the estate of Herman Wolff. The price given for the stock and fixtures of the business was $5,000. The new firm intend to increase that amount and will in the future keep a full line of sporting goods of all descriptions. The store is now undergoing a system of improvements.

Kalamazoo, Mich.—F. H. Wilson and C. R. Slover, comprising the Kalamazoo Bicycle Company, have dissolved partnership, F. H. Wilson retiring.

Marysville, Cal.—Harry E. Miller, formerly with the Keats Automobile Co., in Portland, Ore., has purchased the stock and business of W. B. Brown on D Street. It is a prosperous Automobile and Bicycle repair shop.

Milwaukee, Wis.—The Merkel Motor Co. has formally taken possession of the property of the Merkel Manufacturing Co., and is now at work on the 1905 Merkel Motor bicycle. The new concern expects to considerably enlarge the old plant. Its officers are F. P. Rugee, president; J. F. Merkel, vice-president; W. J. Merkel, secretary, and John R. Ball, treasurer.

Perth Amboy, N. J.—A big powder making plant is being built on the north side of the Raritan River by the Elmira Powder and Explosives Co., of Elmira, N. Y., who have leased from the State a large tract of land in that section, and have given out contracts for the erection of a large number of buildings. Some of the buildings are mere sheds, while others are of large size. It is said that thirty buildings in all will be erected. A number of the buildings are already up, and it is stated that the factory will be in operation by Spring. Smokeless powder is to be manufactured, both for sporting purposes and as ammunition for the big guns of the government.

Princeton, Ill.—Henry Holmes, decoy manufacturer, has built a new factory, and is now occupying the same.

Sioux City, Iowa.—The Boyd gun store, which stood at Fourth and Douglas Streets, has removed permanently. The building was moved into the street to make room for the new building being erected by Dave Davidson. Now this building is completed and the stock of sporting goods is being moved into it.

Union Furnace, Pa.—The plant and business of the Monarch Powder Company were recently sold to the E. J. DuPont Company at Wilmington, Del.

Wilton Junction, Iowa.—Nelson & Shoemaker has been succeeded in the Hardware and Sporting Goods business by A. T. Nelson.

Fires.

Los Angeles, Cal.—An automobile and Bicycle repair shop belonging to A. P. Smith, Jr., at 3613 South Vermont Avenue, was destroyed by fire on December 19th. Loss, $3,000. There was but little insurance on the building and contents. Cause unknown.

McKinney, Texas.—The Bicycle Works of A. O. Browing on December 20 were damaged by fire to the extent of $8,000.

Miscellaneous.

The annual meeting of the stockholders of the Colt's Firearms Manufacturing Co was held on December 13th at the New York office, 44 Broadway, and the old Board of Trustees, consisting of the following, was re-elected: Lewis C. Grover, S. A. Clark, Frank A. Schirmer, Charles A. Morse and William C. Skinner. After the meeting of stockholders a meeting of the Board of Trustees was held, and the following officers were elected: President, Lewis C. Grover; vice-president, William C. Skinner; treasurer, Frank A. Schirmer; secretary, H. Duncan Clark. The usual quarterly dividend of 1 per cent was declared.



The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware Jobbers

Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
The Russell Jennings Mfg. Co., Deep River, Conn.


CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 Catharine St. POUGHKEEPSIE, N. Y.

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THE NEW

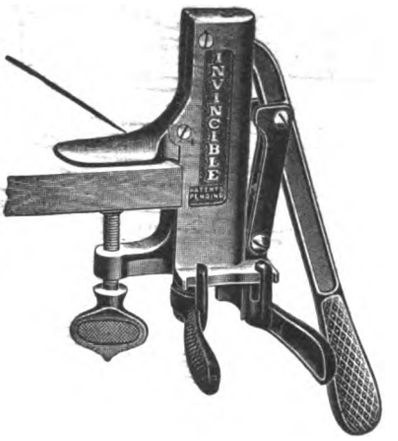
"INVINCIBLE"

Patent Cork Puller

WITH SELF-CENTERING SAFETY BOTTLE GRIP

QUICK — STRONG — RELIABLE

Draws and strips cork in one single operation of handle. No cork can ever remain inside. No mistake possible in operation. No tearing of corks. No breakage of screws or bottles. Made in both nickel plate and bronze finish.



HUGO REISINGER, Manufacturer
11 Broadway, NEW YORK

BEST BAR PULLER MADE

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.

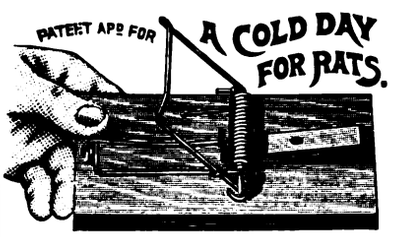


Simplest "Take Down" Gun Made.

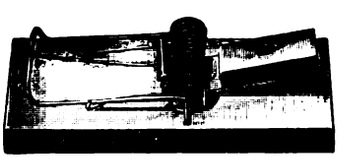
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. — WORCESTER, MASS.

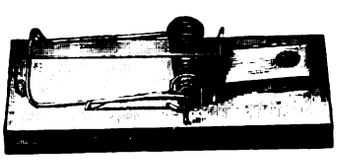
A Good Catch for Dealers!



BLIZZARD No. 1.
A breezy death to rats!



OLD NICK No. 2.
Kills them quick!

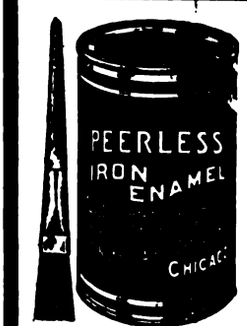


THE JOKER TRAP.
Champion rat choker!

Any one a good catch for the dealer.

Write for prices and learn how to make a good deal out of these catchers.

J. M. MAST MFG. COMPANY,
Lititz, Pa., U. S. A.



WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

Large 10 oz. Can. CHICAGO.



PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.



The "FOLLETT" NUMBERING MACHINE
PRICE $5.00
STYLE OF IMPRINT
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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

KLIP-KLIP JR.
SELLS AT SIGHT.

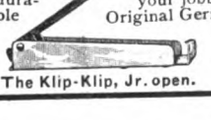
15c.



The most perfect and compact pocket manicure ever invented. Trims, files, cleans perfectly. Simple, strong and durable

Pays a liberal profit to dealers. Order at once from your jobber, or write. Original German Silver Klip-Klip, 25c

KLIP-KLIP CO.,
572 Clinton Ave. S.,
Rochester, N.Y.



The Klip-Klip, Jr. open.

ADAM'S STEEL & WIRE WORKS,

Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



Send for Catalogue.

Adam's Steel & Wire Works.

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BUFFALO WIRE WORKS CO

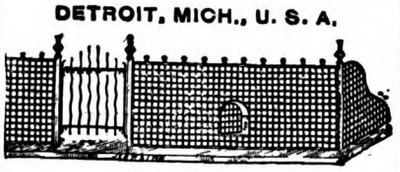
FORMERLY SCHEELERS' SONS

WIRE CLOTH & WIRE GOODS

BUFFALO, N.Y.

J. E. BOLLES IRON AND WIRE WORKS

DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Business Opportunity.

WANTED TO PURCHASE, Bankrupt Stocks or Discarded Patterns, and, in fact, anything in the Hardware, Paint or Stove line. Bael's Hardware Store, Trenton, New Jersey.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING Co. New York, N. Y.

Salesman Wanted.

WANTED at once; a thoroughly first-class specialty salesman to handle a high grade line of Kitchen Cutlery and Pruning Shears to the retail trade of New York State. Man to be A1 in every particular. In answering give references and advise how long you have traveled the territory. Address "J. B," care of "HARDWARE."

WANTED—Salesmen to handle goods for an old established house through the States of Ohio, Indiana, Illinois, Iowa, Missouri, Kansas and South Dakota. Goods are sold to Hardware, General Stores, Harness and Implement houses. Address HARDWARE PUBLISHING Co., B. & S.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING Co.,
309 Broadway, New York

WANTED—Traveling Salesman selling the Hardware Trade to carry my "Razorone Strop" as a side line. Sample free, weighs half-pound. Liberal commission, exclusive territory; an article of merit. C. E. Ovenshire, 71 Highland Ave., Minneapolis, Minn.

WANTED—Hardware salesman who visits retail Hardware trade throughout the States, to sell a line of specialties on commission. Address, Crescent Mfg. Co., Fremont, Ohio.

For Sale.

FOR SALE—Hardware Store near Newark, N. J. Owner will dispose of same for $4,000 cash. Satisfactory reasons for disposing of business. Good opportunity for young man. Address H. H. Groshong, East Orange, N. J.

FOR SALE—Paying Hardware Business in city of 23,000 in Western New York. Can be bought for about $6,000. Owner desires to move West. Address, M. P., care of HARDWARE, New York.

HURWOOD TOOLS



We are so particular in the choice of the quality of steel for all our tools and exercise so great care in their making, that hardwaremen everywhere hold them in high esteem for these very reasons.

If you have never handled any of our Screw Drivers try our

Extension Screw Driver

Electricians and piano manufacturers say it has no equal for their business.

It does double duty—is really two screw drivers in one.

You ought to see the rest of our line of Screw Drivers fully described in

Our Catalog!

You ought to have a copy on hand always. A postal will fetch it.

HURWOOD MFG. CO.,

Bridgeport, Conn., U. S. A.

TIME TO STOCK UP ON

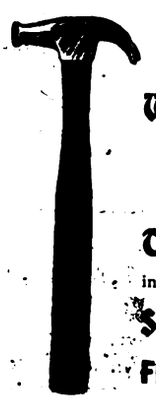
BLACK SATIN STOVE POLISH



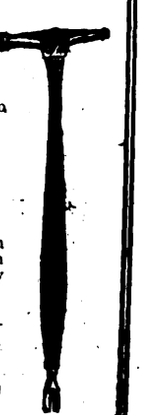
Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.

107 Chambers St., NEW YORK.



AGAIN



WE wish to call your attention to our line of

Five—Ten—Fifteen Cents Specialties.

THE quality of all our goods is far in excess of the price asked for them—that's why we have no difficulty in selling them.

SEND us a trial order and be convinced of their excellence as sellers.

FRANKLIN SPECIALTY CO.,

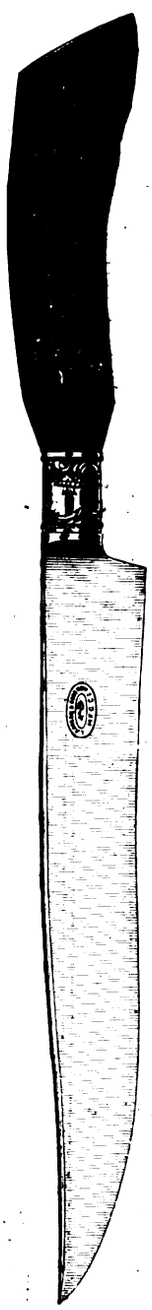
807-809 Cherry St., Reading, Pa.

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Our Object



IS TO PLEASE YOU TWICE OVER



Name anything you wish in the line of

Fine Table Cutlery

in general—in particular

Stag Handle Carvers

with Silver Ferrules
and if with our twenty-five years' experience and down-to-date facilities we do not offer you

The Best Goods for Your Money

it will be a surprise to us and—to scores of old customers, who know them to be the best.

Our Catalog—Have You Got It?

You can't afford to be without it because it shows in detail, how complete and excellent our line of cutlery is.

Don't argue—don't wait—write to-day.



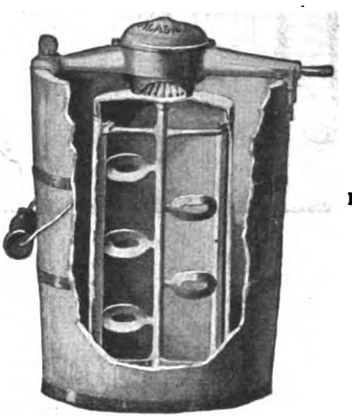
Mention HARDWARE

LAMSON & GOODNOW MFG. CO.
SHELLBURNE FALLS, MASS., U. S. A.

The FREEZER QUESTION

There is no question about the Alaska Freezer. It enjoys an unquestioned reputation for beatness and Hardware Dealers will make no mistake in buying

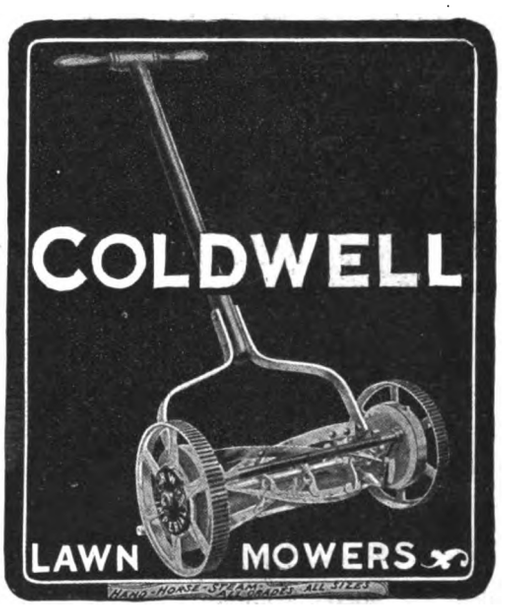
Coldest
Quickest
Easiest
Best



The Alaska Freezer

It "puts all others in the shade" for quality, durability and easy manipulation. Write us for particulars.

The Alaska Freezer Co.
Winchendon, Mass.



Send for catalogue

Coldwell Lawn Mower Co.
NEWBURGH, N. Y.

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TRUNK, BAG AND DOOR HASPS.

BRASS GOODS MANFG. CO.

COR. UNION & NEVINS STS., BROOKLYN, N. Y.

MANUFACTURERS OF

METAL GOODS IN BRASS, BRONZE AND TIN.

LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.

SPECIAL GOODS MADE TO ORDER.

THIS CARD CHANGES EACH ISSUE.

WRITE FOR QUOTATIONS

Mention "Hardware."

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

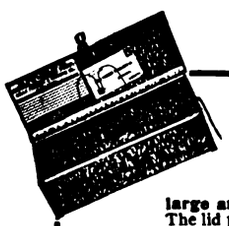
Catalogue and information free.

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THE

American Steel Roofing Co.

Middletown, O.



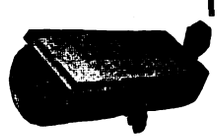
GOSHEN AND KELLY MAIL BOXES

Made of **Galvanized Steel.** Every box provided with Hasp for Padlock. On the back is riveted a steel plate which fastens box to post or building. On the inside is a receptacle for outgoing mail. Our box is **large and commodious, admitting the largest magazines and newspapers.** The lid projects sufficiently to permit a gloved hand to grip it freely and open it, so that the **entire interior is readily exposed to view.** Each box is plainly lettered "U. S. MAIL," and stenciled "Approved by the Postmaster General." It is strictly **storm proof, safe and durable.**

We Help the Dealer.

KELLY FOUNDRY AND MACHINE CO. 113 Purl St., Goshen, Ind.

Also manufacturers of Galvanized Steel Tanks, R. F. D. Stoves, Low Wagon Wheels, Rural Mail Wagons, &c.





Greenerd Arbor Press

It Saves Marring, Upsetting or Springing the Arbor, Punching out the centres and taking out the dogs, etc., etc.

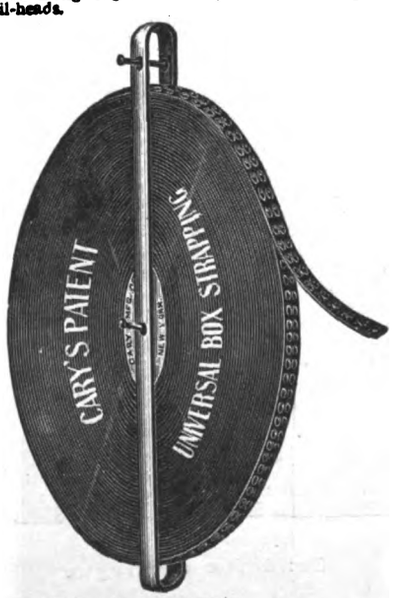
SEND FOR CIRCULAR.

Chandler & Farquhar Co.

121 Congress St., Boston, U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

Straps made in four widths: ½, ⅝, ¾ and 1 inch.

Patented in all countries.

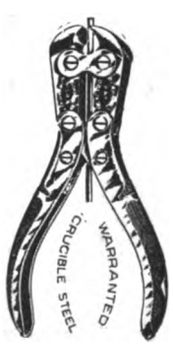
CARY MFG. CO,

19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

BERNARD'S

CELEBRATED PLIERS, NIPPERS, PUNCHES, ETC.





You are not making as much money on Pliers, Nippers and Punches as you might be making if you were handling ours—Bernard's.

*

They enjoy a reputation for best-ness which other makes still covet.

You can't make a mistake buying Bernard's.

*

Get our catalog and be convinced.

*

The Wm. Schollhorn Co.

MANUFACTURERS OF

THE CELEBRATED BERNARD PLIERS, NIPPERS, PUNCHES. ETC.









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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
C. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $4.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $3.00 per M.....20%
All other Primers per M $1.25 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $4.50.....10&5%
32 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps, Com. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Gat. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 14 and 20 gauge.65&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Yellow Rival, 1, 12, 16 and 20 gauge.....30%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....10&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.60
Drop, B and larger, per 25 lb. bag. 1.85
Buck 25-lb bag.....1.65
Chilled, 25-lb bag.....1.85
Bust Shot, 25 lb bag.....2.25

GUN WADS—Ψ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10......70
B. E., 8......80
B. E., 7......90
P. E., 11 up.....1.00 } 15%
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools. Ψ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: Ψ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8½@8¾c
Eagle Anvils, Ψ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75%
Forstner Pat. Bits.....30%
Ford Auger Bit Co.:
Auger Bits..... } 40@40&10%
Car " .....
Machine Bits .....
C. E. Jennings & Co.:
Double Spar pattern car, No. 20 40&7½&10%
Nobles Double Spur, No. 22...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 20.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....50&10%@60%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&5%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable....$10.50@11.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....20%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, Ψ doz. $30.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond Ψ doz. $1.25. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40&10%
L'Hommedieu's.....15&10%
Snell's.....40%
Watrous'.....33⅓&10%

Awl and Auger Handles—

See Handles.

Awls—

Handled Brad.....40&10%
Handled Scratch.....60&10%
Patent Peg.....50%
Sewing, Com.....55c@$1.00
Shouldered Peg.....50%
Shouldered Brad.....20%
Socket Scratch Ψ doz.....$1.00
Stanley Rule & Level
Handled Brad.....30&10%
Patent Pegging.....50@50&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, Ψ doz. $7.50; No. 20, Ψ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls. Nos. 1, $19; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Millers Falls Adj. Tool Holders:
Nos. 1, $19; 2, $18; 4, $12; 5, $10. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $12.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9 25

HATCHETS—

Hunt's Underhill's Bloot's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad
Shingling and Claw } 50&5%
Lath, Hunters', etc.
Pick and Mattocks.....50%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓ & 5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " .....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ¼ bbls.....} .08½lb
375 400 lb " .....

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....20%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $3 00.....30@33c
Tinned, each, $10.50.....90@95c

Bells—

HAND—

Extra Heavy Brass.....60@60&10%
Light Brass.....60&10%
Pure Bell Metal.....50@60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Alarm, Abbe's.....40@40&10%
Alarm, Yankee.....50@55%
Gong, Abbe's.....45@45%
Gong, Yankee.....50@55%
New Departure.....45@50%

COW—

Common Wrought.....70%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....70%
Western, Sargent's List....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched...45%
Niagara.....60%
W. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Willet's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....40%
Extension:
Barber's, Ψ doz. $15.00.....40@40%
Ives' Ψ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, Ψ doz. $3.00.....33⅓%
Excelsior Ψ doz. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity Ψ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lance:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....30&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iro Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Yes' Patent Door Bolts.....60%
Wrought Barrel.....75@60%
Wrought Barrel Bolts, Griffin s.75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list. 50&10%@50&10&10%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Belt Ends, Plain Nuts.....70&5@75%
Machine, Plain Nuts.....75@75 10&5%
Carriage, Common.....75@80
Phila., Eagle, list May 24, '99..60&10%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.73½%
Bay State, Fluted.....73½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....73½@73½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....65&10%
Stove.....55%@60&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@60%
Stearns.....60%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 8.....33⅓&10%
No. 10.....10⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		60%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Scrapers—
Bradley's.....90%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....90&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114¼.....50&10%
No. 208¼@214¼.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's.....60%

Brackets—
Brackets, Griffin Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's In broken cases.....80&10%
Shelf, Plain, Regular list.....66⅔%
Shelf, Fancy, Sargent's list....40&10 @50&5%

Bracket Saw Frames—
Millers Falls Co.....35&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....⅌ doz net $5.00
Bemis & Call's.....65%

Bright Wire Goods—
Standard. List, June 24, 1903. 90&10%@90&10&10

Bull Rings—
Humason, Beckley & Co.'s.....80%
Ren's 2¼ in. net, or do.....$1.5
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ⅌ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbe.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....35&10%

Butter and Cheese Triers—
Ordinary Black Handle.....35%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....35&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96....20@30% &5%
CAST IRON—
Fast Joint, Broad.....50@50&10%
Fast Joint, Narrow.....50@50&10%
Loose Joint.....70@70&10%
Loose Joint, Japanned....70@70&10%
Loose Joint, Jap. with Acorns 70@70&10%
Loose Pin.....70@70&10%
Mayer's Hinges.....70@70&10%
Parliament Butts.....70@70&10%
WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10% to 10&10
Narrow and Broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....80&30%
Japanned, Ball Tip Butts.70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—
Bemis & Call;
Wing.....60%
Double.....65%
Inside and outside.....65%
Straight Leg.....65%
Call's Pattern, Inside.....55%

Can Openers—
American..... ⅌ gross, $1.75@$2.00
Goodell's Acme..... ⅌ gross, 6.00
Hopper's..... ⅌ gross, 15.00
No. 5, Iron Handle..⅌ gross, $2.00@2.25
Phoenix..... 4 %
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ⅌ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25;
No. 3, $2.50.....75&10%
Universal, ⅌ doz., $2.00.....50%

Bolts—
See Bolts.

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Welsons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@40&5%
"Niagara".....45@50&5%
"Eureka".....45@50&5%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.20
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain.... } 40% & 2%
Covert Mfg. Co., Halter Chain ... }
Covert Mfg. Co., Heel Chain..... }
Covert Mfg. Co., Rein Chain .... }
Covert Mfg. Co., Stallion Chain.. }
Galvanized Pump Chain.....4¼@4¾c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@40&10&5%
Jack Chain, Brass..60&10@40,&10&10%
Oneida Wire Dog Chains.....4%@50&5%
Trace, Wagon and Fancy Chains: New List.....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%

COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....50&5%
Sisal.....35&5%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...⅌ doz., $6.00.....20%
Bullard's.....35⅓%
Cast Iron Steel Points.....⅌ doz.....80c
Socket.....⅌ doz., $1.75@$2.00

Carpet Sweepers— ⅌ doz.
National Sweeper Co., Marion, In.
Marion Roller Bearing Regular finishes, full Nickel..... $24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch, Roller Bearing, Nickel 29 00
Monarch, Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 29 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	⅌ doz.	⅌ gro.
No. 12, Wire, Tinned	$0.85	$9.50
No. 11, Wire, Coppered	1.10	12.00
No. 11, Wire, Tinned	1.30	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—
Enterprise.....35@35%
Goodell's Family.....net ⅌ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes.....70%@70&10
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...15%&10%
Jennings & Griffin Mfg. Co...65&5&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to &
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....30&10%
Tanged Gouges.....40&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....35&5%
COLD CHISELS—
Good quality, ⅌ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ⅌ doz
Challenge Shank.....$3.25
Star Shank.....4.00
Star Socket.....4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1903 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....5&10@60%
Enterprise Mfg. Co.....35@60
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 7 @75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@20&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson.....⅌ doz $10.00

Corn Hooks— ⅌ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....35%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....35%
Dixons: ⅌ gro.
Eclipse.....7 in. $3.75 9 in. $4.50
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.00
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co. Ideal,.....60&10%
Perfect.....40%
Rubber, ⅌ doz. $7.50.....60&10%
Southington Cutlery Co.'s.....60&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....60&10%
Leather.....40%
Union Hardware Co. New List 60@60&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....60%@40%
Columbia.....60&10%
Eclipse.....60@60&10%
Home.....60&10
Ogden's.....60%@40%
Pullman's Screen.....⅌ doz. net $4.50

Door Holders—
Empire.....30%

Door Springs—
Gem (Coil), list Oct, '95.....30%
Pullman, Perfect.....30%
Pullman, Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 30 in. ⅌ doz., net...$1.35
" " 48 in. " ... 2.00
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable.....30%
Iwan's Stationary.....40&5%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Standard Makes.....70@70&10%
Adjustable Handle.....60@60&10%
Bradley's.....40&5%
Jennings & Griffin.....65&5&10%
Jennings & Griffin.....15%&10%
Watrous.....30&5@25%
L. & I. J. White.....30&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@60&10%
Blacksmiths'.....60%
Breast, Goodell's.....35@30%
Breast, Millers Falls, each $6.00.15&10%
Breast, Millers Falls.....30%
Stearns' Bench.....30&10%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

Drug Mills—
National [illegible].....6
Enterprise Mfg. Co.....6

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The Pre-eminence of the I. E. Palmer Lines Again Acknowledged by the

Highest Honors

AT THE

Louisiana Purchase Exposition

ST. LOUIS, MO., 1904

AWARDED TO

ISAAC E. PALMER

SIX AWARDS

GRAND PRIZE AND GOLD MEDAL

On Hammocks and Hammock Accessories

Silver Medal on Mosquito Canopies

Silver Medal on Nettings

Silver Medal on Self-Adjusting Pulleys

Bronze Medal on Utopia Invalid Hammock Chair

Twenty-two Medals and Awards have been granted to the I. E. Palmer lines at National and International Expositions since 1863.

The advantages of the oldest established business, the most completely equipped plant, the most original styles and constructions, and the most comprehensive lines, to be found in our field are offered.

I. E. PALMER

Established 1859

MIDDLETOWN, CONN.

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Egg Beaters—

Holt-Lyon Co.:	₩dos.	₩gro.
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Dos.	$6.60. 1.15	13.00
No. 1, Tinned	1.40	16.60
No. B, Japanned, Hotel Size	1.85	22.00
No. 6, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	2.00	24.00

Taplin Mfg. Co.:	₩gro.
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 102 Improved Dover, Tin'd	8.50
No 150 Improved Dover, Hotel	15 00
No. 159 Imp'd Dover Hotel T'd	17.00
No. 200 Imp'd Dover Tumbler	8.50
No. 202 Imp'd Dover Tumble Td	9.50
No. 300 Improved Dover Mammoth, ₩ dos.	2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"	$3.00
Popes	3.00
Wilkinson's	$3.00 net
Westerholm's	$3.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	30%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ₩ doz. $36.00	40%
Lanes	$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
Mc Clellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	30@30&10%
Royal	30@30&10%

IMPORTED—

Stubs	Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$3.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ₩ dos.	$78.00
Level Winding Steel Pivot Reel ₩ dos.	$66.00
Auto Even Spooler ₩ doz.	30.00
Gun Cleaner ₩ dos.	4.20
Lightening Fish Scaler ₩ dos.	3.00
Fish Hook Shield ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise	30@25%

Fry Pans—

Standard List					70&10
No.	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50&10&10%
Stanley's	20@20&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Moree's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Backing Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mystic	40%
Martins	40&10%

Glue Pots—

Enameled	40%
Tinned	35%

Graters—

Enterprise	25@25%

Graphite, Lubricating.

Dixon's Pure Flake

633— 1 lb. cans	20 cts. ea.
633— 5 " screw top tin cans	85 cts. ea.
634— 10 " " "	$1.60 "
644— 25 " boxes	15 cts. lb.
645— 50 " "	14½ cts. lb
646—100 " kegs	14 cts. lb.
647—350 " barrels	12 cts. lb.

Grindstone Fixtures—

Cronk's	30%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowells Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	₩ doz. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Humason & Beckley, Nail	50%
Magnetic Tack, Nos. 1, 2, 3 $1.25, $1.50&$1.75	40&10%
H. & B., Tack	₩ doz. net $2.50
Maydole's	33⅓&5&40&10%
Sargent's New List	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	⅓&7½%
Engineers' and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb.... 3 to 5 lb 40c lb.. .... Over 5 lb 30c lb	75@75&10%
Wilkinson's Smiths	9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:	
Jute	40&5%
Sisal	30%

Hand Cultivators—

Ulrich Mfg. Co.:	
Osborne's	₩ dos., $15.00

Handles—

WOOD—

Auger, assorted	₩ gr. $2.75@3.00
Auger, large	₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 32	40%
Axe, Pick, etc.	50@5 &10
Bliss Mfg. Co.	
Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓%

Brad Awl	₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd	₩ doz., net 1.50
File, assorted	₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted,	₩ gr. $2.25@2.75
Hammer, Hatchet,	50%
Hoe, Rake and Fork	50&10
Rollis Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles,	₩ gr. $ .90@1.50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40&5%
Shovel and Spade, Long Handles	50&5%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	60%@70%
Chicago Spring Butt Co.:	
Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern	net $7.20 ₩ doz.
Lane's:	
Standard	50&10&10&5%
Special	50&10&10&5
Track for same	₩ 100 ft. net, $3.75
Cronk's:	
Nos. 1, 1½, 2 & 3	60&10%
Nos. 11, 12	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&30%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs	60&10%
Myers' Stay-on	50&10%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's	₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:	
Standard	net, $3.85
Ball Bearing	4.15
New Model	3.85
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B4438, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each	22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ₩ dos.	50%
Wrought	35&10@20%
Wrought, Stanley	30%
Wrought, Griffin	30%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7.00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.00

Double Rail Steel Track, complete with clamps ₩ ft.

Single Rail Steel Track complete with clamps ₩ ft.	.30
D. H. Fork, Steel Regular	each, 1.00
Nellis Fork	each, 3.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.00
Walker Fork, each	3.00
Common 6 in. Wood Sheave Pulley, Fig. 483 ₩ dos.	3.00
Faultless Steel Frame K. P. Pulley, Fig. 485 ₩ dos.	4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ₩ dos.	3.00
Malleable Frame K. P. Pulley, Fig. 676 ₩ dos.	4.00
Reed Wood Frame Pulley with Hook, Fig, 434 ₩ dos.	4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ dos	3.50
Floor Pulley, Wood Sheave, Fig. 486 ₩ dos.	4.20
Hanging Hooks for Double Steel Track ₩ dos.	1.40
Hanging Hooks for Single Steel Track ₩ dos.	1.40
Hanging Hooks for Wood Track, 10 in ₩ dos.	1.00
Hanging Hooks for Wood Track, 16 in ₩ dos.	1.30
Floor Hooks ¾ in ₩ dos.	1.40
Malleable Rafter Brackets, ₩ dos.	.70
Wrought Rafter Brackets ₩ dos	.70
Rope Hitch ₩ dos.	2.20

Discount on above 30%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net	$3.00
Iwan's Hay, Imp. Serrated ₩ doz. net	$10.00
Kohlers, Hay, Sickle edge per doz. net	$10
Auburn Straw	40&10%
Weymouth, Pat.	35&5%
Wadsworth's	40%

Hedge Trimmers—

Wadsworths:

No. 1, per dos. net	$9.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb. 5½c. 14 to 20 in., ₩ lb. 5½c. 22 to 36 in., ₩ lb. 6c.

STRAP AND T HINGES.

New List, March 15, 1901.

Light Strap Hinges	60&5%
Heavy Strap Hinges	60&20&10%
Light T Hinges	75&10&5%
Heavy T Hinges	75&5%
Extra Heavy T Hinges	60&10%
Hinge Hasps	70%
Corrugated Heavy Strap	60&20&10%
Corrugated Ex. Heavy T	60&20%

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardsley's Patent Checking	15%
Chicago Spring Butt Co.:	
Chicago Spring Butts	20%
Triple End Spring Butts	50%
Chicago Ball-Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	20%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	60&10@60&10%
N. E., ₩ dos. $7.80	60%
N. E., Reversible, ₩ dos. $8.60	60%
N. Y. State, ₩ dos. $4.90	60%
Western, ₩ dos. $4.20	60%

BLIND HINGES—

Parker	70&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 12	70&10%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.20 ₩ dos. sets	50&10%

Hitching Cords—

Covert Mfg. Co.	40&5%
" " "	30%
Hitchers Stall	30%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

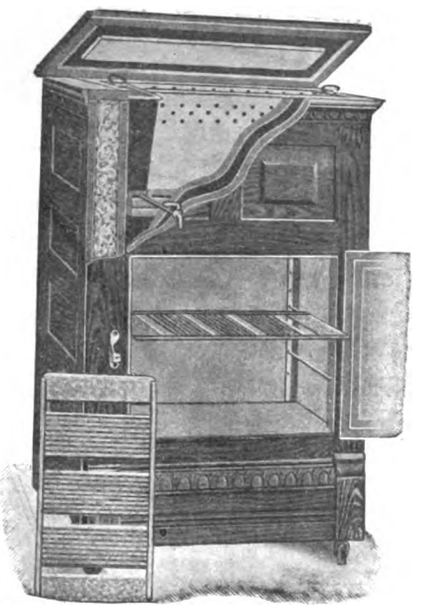
ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.	50&20%
Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&15%
Blue and White Ware	50&20%
All White Ware	

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THE ONLY CLEANABLE REFRIGERATOR

SEE HOW IT'S MADE ?



THE "GURNEY"

The "Gurney" can be kept absolutely pure and clean because of its Removable Galvanized Ice Compartment.

The "Gurney" is packed with MINERAL WOOL and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" is leader in style and finish, and first class in every particular.

MADE WITH ZINC OR ENAMEL LINING

COLD FACTS

THAT MAKE WARM TRADE

A Refrigerator is no longer considered a luxury but a necessity.

A good Refrigerator is a source of economy, a poor one an extravagance.

The best is the cheapest; you can't afford to sell a poor Refrigerator.

A poor Refrigerator consumes ice but does not refrigerate.

A poor Refrigerator is a delusion and a snare with nothing to recommend it but price.

The price is soon forgotten, the quality never.

A poor Refrigerator cheats both the dealer and his customer.

A low priced piece of furniture may answer the purpose for which it was made as well as more costly.

This is not true of Refrigerators.

In buying a Refrigerator the first cost is not the last cost.

A Refrigerator to be satisfactory must be so constructed as to be economical in the use of ice and in the preservation of food.

A profitable and satisfactory refrigerator trade can be built up only by handling high grade honest goods.

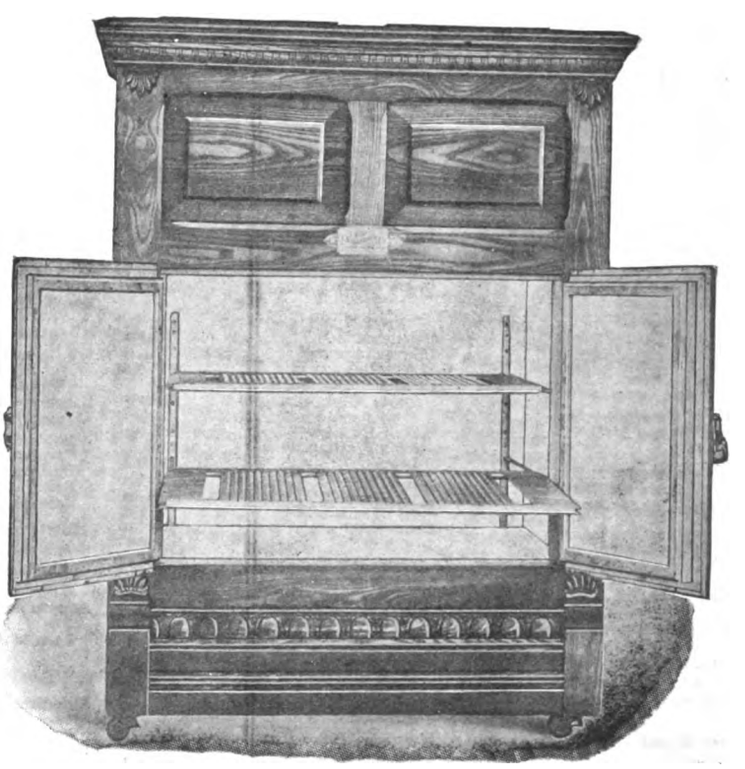
The "Gurney" is the best.

The La Belle is the highest grade refrigerator of its class.

The Gurney Patent Chinaline Refrigerator is the height of refrigerator perfection.

The Gurney Refrigerator Co. leads the world in the manufacture of Refrigerators because the "Gurney is the Best."

The Gurney is sold on the exclusive agency plan. One dealer every town.



CATALOGUES MAILED ON APPLICATION

THE GURNEY REFRIGERATOR CO., FOND DU LAC, WIS., U.S.A.

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Regal Steel Ware ..... 60&10%
Peerless Ware ..... 70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. ..... 40 & 10%
Iron Clad:
Peppered Ware, high list 70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—
Blacklock:
Ground 65%
Unground 70%
Country ware ..... per 100 lbs, net $2.50

WHITE ENAMELED-WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co ..... 40&10%

Hooks—

RUSH—
Jennings & Griffin's ..... 33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60&10%
Clothes Line, Sargent's list .. 50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton ..... ₩ dos. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise 40%
Humason & Beckley, New List .. 55&10%

WIRE—
Atlas, New List, Single cases 70%
Ten case lots ..... 70&10%
Crescent, Coat and Hat, ... 50&10@60%
Wire Coat and Hat, Acme ... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—
Belt 80%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass, Wadsworth's 60%
Cronks Grass ..... ₩ doz. $3.00
Hooks and Eyes—Brass ..... 60&10&10%
Hooks and Eyes—Mal. Iron ..... 70&10%
Cotton, Box and Hay ..... 60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40% @40&5
	Nos.	6	7	8	9	10	
Ausable		26c	26c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain ...		26c	26c	25c	24c	23c	40&10@50%
Clinton Fin .		19c	17c	16c	15c	14c	30&10%
Essex		26c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							13c.
Northwestern		26c	23c	23c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							9c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg $4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton ..... 45%&2%
Hemp ..... 45%&2%
Jute ..... 50&5%
Sisal ..... 35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston" ..... 60&5%
Niagara ..... 60&5%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Hose Bands.
Star Hydrant ..... 60&20%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick ..... ₩ gr. $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33. ₩ dos. $6.00 .. 25@30%
No. 84. ₩ dos. 15.00 .. 25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain ..... 20@25%
Spun Brass, plated inside with White Metal ..... 10@15%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50 ..... 30%
Butcher Knives 25%
Shoe Knives 25%
Cronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives .. 30%
Foster Bros.' Butcher, &c 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw—
Wadsworth ..... 40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones ..... $.300 per doz.
Solid Stone Carving Knife Hones ..... $2 50 per doz.
Quick Edge Pocket Knife Hones ..... $3.00 per doz.
Mounted Kitchen Sandstone ..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead, ₩ gr. ..... $1.15@1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75c
Door Por. Nickel ..... $2.10@2.25

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ dos.
Cronk's Barn Door ..... Net, $2.00

Lawn Mowers—
Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T ..... 70&10%
Style A. (all steel) ..... 60&10%
Style E., Low Wheel ..... 60&10%
Style E., High Wheel ..... 70&10&5%
Drexel, low list ..... 40&10%
Gold Coins, low list ..... 40&10%
New Departure, High Wheel .... 70&10%
New Departure, Low Wheel 75%
Pennsylvania ..... 60&10%

Lawn Sprinklers—
Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ dos.	$12.00	$15.00	$24.00 .... 30%

Kobler's:
Daisy ..... net, per dozen $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co. $65.00

Leaders, Cattle—
Covert Mfg. Co. 35%

Leads—
Covert Mfg. Co.
Cotton ..... 45%&2%
Hemp ..... 45%&2%
Jute ..... 60&5%
Sisal ..... 35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead ..... 5½@6c
Block Tin Pipe ..... 35@37½%
Lead Pipe, full lengths ..... 5 to 5½
Lead Pipe, Tin Lined 12½c
Sheet Lead, full rolls 6½c

Lemon Squeezers.
Barger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40 ..... 30%
Hotchkiss, Straight Flush, ₩ doz. $2.00
Jennings' Star ..... ₩ doz. $1.90 .. 40&10
Little Giant ..... 50@50&5%
Pore. Lined, Iron ..... ₩ dos. $1.75
Pore. Lined, Wood ..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Letter Box Plates—
Sargent's ..... 50@60&10%

Levels—
C. E. Jennings & Co.'s:
Hexagon ..... 25&10%
Iron Bench, new design ..... 33&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00 ..... 40%
12 in. $27.00 ..... 40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Masons':
Colored Cotton ..... 20&10%
Flax ..... 40&10%
No. 0 to 5 ..... 20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50 .... 15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross 20%
Ventilator Cord, Samson Braided, White or Drab Cot. ₩ doz. $7.50 .. 30%
Wire Clothes, 100 feet, Nos. 18 to 20, 45@45&5%
Nos. 1 to 4 ..... 40%

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R. & E. Mfg. Co. 40%
Reading Hardware Co. 50%
Sargent & Co ..... 40&10%

CABINET—
Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ dos., $9.00 ..... 40%
Ames Sword Co 40%
Brown's Brass 25%
Brown's Chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
General Line ..... 35&10%
Scandinavian 90%
" Steel Keys 50%
Smith & Egge Bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ..... 25&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters .....
Tinners .....
Box .....
Carvers .....
} 33⅓

Mattocks—
Cronk's Garden 33⅓%
Regular Goods ..... 70%@70&10%

Meat Cutters—
American 30%

Nos.	1	2	3	4	B	5
Each	$5	$7	$10	$25	$50	$60

Dixon's ..... ₩ dos. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$20

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$3	$9	$3.75	$6	$4.50	$6

Little Giant ..... 33⅓@40

Nos.	305	310	312	320	332
	$35	$48	$44	$72	$68

Woodruff's, ₩ doz ..... 30&10@40%

Nos.		100	150
		$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors—
Enterprise ..... 25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmic 10c
Magnolia, Anti-Friction 25c
Mystic 15c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent ..... ₩ dos. $4.00,40
Sargent's ..... 60@60&10

Mitre Boxes—
C. E. Jennings & Co. ..... 35&10%
Seavey's, ₩ dos. $30 ..... 60%

Motors—
COFFEE MILL—
Specialty Novelty Co. ..... each $3.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Am'n list, July, 1899 ..... 90,98&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list ..... 60&10%
Porcelain Head, Sargent's list 60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross $21.00
" less quantity, ₩ dozen .. 2.00

Nail Pullers—
Ajax, 5 lbs ..... ₩ doz. net $7.20
Black Hawk, ₩ doz. $3.00
Cyclops ..... 40&10%@60%
Cronk's ..... ₩ doz. net $13.00
Eureka, No. 74 ..... doz. net $2.50
Eureka, No. 75 ..... doz. net 3.00
Giant, No. 1, ₩ dos. $18.00; No. 1½ $16.50; No. 2, $15.00 ..... 40&10%
Lightning ..... ₩ doz. $18.00, 15%
Morris No. 1, List $30.00. ..... 30%
National ..... ₩ dos. $4.00, 40%
Pelican ..... ₩ dos. $9.00, 40@40&10%
Rollis Hdw. Co. No. 1 18.00 ..... 50&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain	9.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

Octagon ..... ₩ gr.	$3.25
Corrugated	6.75
Knurled	6.75@7.50

Nippers—
Acme 80%
Smith's Cutting 80%
Todd's Cutting 80%

Nut Crackers— ₩ gro.
Acme, Japanned ..... $30.00..40%
Acme, Nickel Plated ..... 30.00..35%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain $5.10
Hexagon, Plain 5.80
Square, C. T. & R. 5.80
Hexagon, C. T. & R. 6.60
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank 5.80
Hexagon, Blank 5.80
Square, Tapped 5.80
Hexagon, Tapped 6.60

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot ..... ₩ gal. 41c
Calcutta, Raw, in barrels ..... ₩ gal. 55c
Lard, Prime City ..... ₩ gal ..... 55@58c
Lard, Extra, No. 1 ..... 49@51
Lard, No. 2 ..... 35@38

Oilers—

Brass and Copper,	60&10
Tin or Steel	65&10
Cushman & Denison's:	₩ doz.
Gem	$ .50
Leader	.60
Perfect Oilers	1.50
Star Pocket Oilers	.75
"Paragon," Brass	45@50%
"Paragon," Zinc	60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust	70@70&10%
Zinc and Tin	60@60&10%
American Tube & Stamping Co., Spring Bottom Cans	70@70&10%
Railroad Oilers, etc.	60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe .. 8 c per lb.
" Small " .. 10 c " "
Queer Creek Axe .... 20 c " "
} 40%

OIL STONES—
Pikes'

Lily White Washita	....	60 c ₩ lb.
Rosy Red	"	.... 60 c " "
Extra	"	.... 50 c " "
No. 1	"	.... 40 c " "
No. 2	"	.... 30 c " "
Lily White	"	Round,
Edge Slips		90 " "
No. 1 Washita, Round Edge Slips		70 c " "
Washita Pen Knife Pieces		70 c " "
No 1 Hard Arkansas Stone 3 to 5¼ inch long		$2.80 " "
No 1 Hard Arkansas Stone 5¼ to 8 inch long		$3.50 " "
No 1 Soft Arkansas Stone 3 to 5¼ inch long		$1.50 " "
No 1 Soft Arkansas Stone 5¼ to 8 inch long		$1.70 " "
Soft Arkansas Round Edge Slips		$2.50 " "
Hard Arkansas Round Edge Slips		$4.00 " "
Hard Arkansas Pocket Knife Pieces		$4.60 " "

} 33⅓

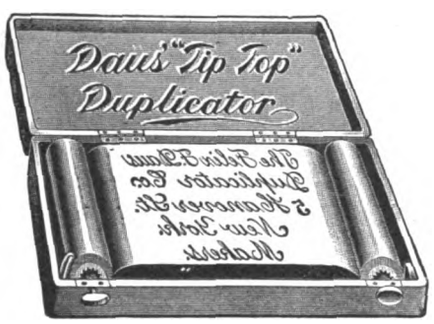
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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Chocolate " ..(60c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " "
} 40%

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phœnix, Pure Sheet Red.... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 15c@25c
Italian Packing ..... 10½c@12c
Jute ..... 4½@5½c
Russian Packing ..... 9c@11c

Padlocks—
See Locks.

Parers—

APPLE— ₩ doz.
Advance ..... $ 4.50
Baldwin 5.00
Bonanza ..... each 6.50
Dandy ..... each 7.50
Eureka, 1898 ..... each 20.00
Family Bay State 15.00
Improved Bay State 36.00
New Lightning 7.50
Reading, 78 ..... 4.00
Reading, 78 ..... 7.00
Turntable, 1898 ..... 6.75
White Mountain 6.00

POTATO— ₩ doz.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.87
Colored ..... $4.88@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ..... 70@70&5

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—

WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%

IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous .... 25&10@25&10&10%

PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to $
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button .. .. 70&10@75%
Ik & Carrier:
Pliers
N. 1 ..... 60&10%
20 ..... net, $9.00
40 ..... 75%
50 ..... 80%
65 ..... 40%
70 ..... 50%
80 ..... 40%
85 ..... 40%
Wm. Johnson's Gas Pliers 60⅔%
Smith's Side Cutting 30%

Plow Bolts—
See Belts.

Plumb Bobs—
Keuffel & Esser Co. 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10&10&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35c

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U. S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.80
½-lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz.... 1.25
gross 13.00
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each .. $0.65
Ladd's Black Beauty, gro $10.00, ...50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4.50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail... ....each 70c
Black Silk, ½ lb box ....₩ doz $1.00
Black Silk, 5 oz box, ...₩ doz $0.75
Black Silk, ½ pt. liq.....₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9.00
1½ qt 11.00
2 qt 18.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$34.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules ..... " " 9.50
Invincible ..... " " 9.00
Pioneer ..... " " 7.20
Universal ..... " " 18.00
New Champion .... " " 5.50
Rival ..... " " 7.50
Ryan's ..... ₩ doz. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net... $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6.50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2%
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw .... ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 60&10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools.... 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .70&10@75%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 393, 3 in. Shallow Well Pump $13.00
No. 6, Fig. 396, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 397, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 331, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 332, 3 in. Deep Well Pump 17.00
No. 55, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 30, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 3½ in. Deep Well Pump 15.00
No. 75, Fig. 333, 3 in. Deep Well Pump 15.00
No. 103, Fig. 443, 3 inch Lift Pump 9.00
No. 105, Fig. 445, 3½ in. Lift Pump 11.00
No. 108, Fig. 510, 3 in. Lift Pump $7.00
No. 151, Fig. 510, 3½ in. Lift Pump 6.50
No. 203, Fig. 389, Windmill Pump 12.50
No. 205, Fig. 405, Windmill Pump 16.00
No. 240, Fig. 406, Regulator Pump 26.00
No. 305, Fig. 477, Spray Pump, complete 11.50
No. 350, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 203, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump ..... net, 3.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.00
Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 8½c
Double Braced 8½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1¼ in ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb, 35c ..... 65@30%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 60%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers:
Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th 2.21
" " 12th 2.40
" " 14th 2.64
" " 16th 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ..... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic ..... 60&10%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—

HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes ....
Electro-Plated ....
Nickel Plated ....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.... 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs 60%
Hose with Burrs ..... 50&10@60%

IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 70

Rollers—Stay.
Cronk's:
No. 50, 55, 65, 60, 65
₩ doz. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger ... 13½@16c
Medium ..... 14½@18c
¼ in. and larger ..... 10½@11c
Common ..... 10½@11c

Jute Rope:
A grade 6c
C grade 5½c
Manila:
7-16 in. and larger 11½c
⅜ in 12c
¼ and 5-16 in 12½c
Sisal:
7-16 in. and larger ..... 7½@9c
⅜ in ..... 8@9½c
¼ and 5-16 in .... 8½@10c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood ..... 35&10%
" Steel .. .. 33⅓&10%
Lufkin's:
Steel ..... 50&10%
Lumber ..... 60&10%
Miscellaneous, Stanley's, 50&10&50&10&10%

Sad Irons—

DOVER ASBESTOS—
Polishing 50%
Pressing 40%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 40%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $3.75
Bronze Finished in Cases" 2.15
Aluminum Finish " " " .. 2.25
Full Nickel " " " 3.75

COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&10&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel ..... 70&10%

Sand and Emery Paper and Cloth—
Bender, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@60%
Garnet Paper 25%
Flint and Emery Paper... 50&10@60%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@60%
Victor Bronze 75%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 45%
Monarch B. C. Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 65&5%
Steel B. C. Co ..... 70&10%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 13½@15c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Ives "Crescent" 50%
Imperial 33⅓%
Sash Rollers 60%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 60%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Wrought Metal 60%
Cast Metal 66⅔%
Window Ventilating Lock 60%
Payson's Signal 30%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory $22.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 35&5&7½%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 9
Band ½ to 3-16 in. Wide .....

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A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

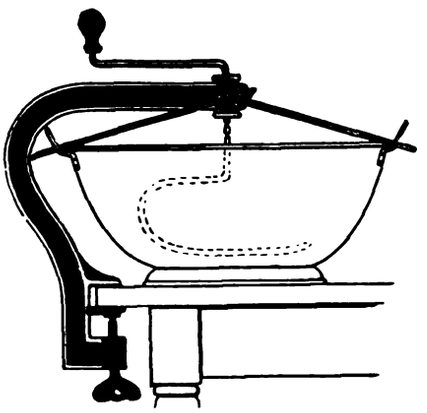
J. W. WHITE,
General Industrial Agent,
Seaboard Air Line Railway,
Portsmouth, Virginia.
We have a good location for your plant.

THE EASY DOUGH MIXER

Is made of such good material that it will last a life time. Three minutes' turning of the crank will save thirty minutes' labor in kneading bread.

Simple and perfect in construction and operation.

Instructions for use with every Mixer.



SELLS FOR A DOLLAR

Get in line for your share of the profits and write us.

THE R. W. JAMIESON CO.
50 Warren St., New York, U. S. A.



BUTTER IN ONE MINUTE

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

AGENTS WANTED

Cable Address: "Minute" or "Murphite" New York

I. M. MURPHY, PRESIDENT.

THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

BACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ doz.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.80@ 2.00
Striped..... 2.00@ 2.20
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $2.50

Screens—

DOOR—

Phillips: ₩ doz.
⅛ in., Style E, Fancy Screen Doors..... $10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.... 6.75
7-8 Style K-4 Screen Doors..... 8.75
7-8 Style X-Y Screen Doors 11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Acme Screw Drivers.....35&10&5%
Acme Screw Drivers.....30%

Screw-Driver Bits.....27½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..₩ doz. $6.00 net
Electric Spiral No. 02 ..₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3....$12, 50%
C. E. Jennings & Co..... 40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ₩ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 66.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....50%
Brass, Round Head.....50%
Iron, Flat Head.....50%
Iron, Round Head.....50%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....60&10%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80%

BENCH, HAND, ETC.—

Bench, Iron, ₩ doz., 1 in., $3.00; 1¼, $3.50; 1½, $4.25
Bench, Wood, Beech.....33⅓@35%
Chair.....60&10%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....40@40&10%
Jack Screws, Sargent's.....60%
Piano Stool.....50&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.
Wadworth's:
Natural Finish, Grass..
Polished Blade, Grass.....
Painted or Bronzed, Grass..... 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

3-Coat..... $10.00 ₩ gro. } 40%
4- " ..... $12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " " } 40%
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&30%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Sciasors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....30%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise.....25@30%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $16.50@$30.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

Bridgeport.....
German, new list.....40%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co.....45%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated....60@60&10%

KNIVES AND FORKS NO. 12—

₩ doz. net.
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....1.25
Rogers & Hamilton.....1.25
Holmes & Edwards.....1.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%.....70%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....33⅓&10%
Holroyd & Co.....30,10&5%
Holroyd's R'd Adj. Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25&25%

PIPE MAKERS—

Holroyd & Co.....30&10%@30&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....50%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&20%
S. S. Cut Tacks.....90&20%
Carpet Tacks:
American, Blued.....90&10&10%
American, Tinned.....90&10&10&10%
Swedes Iron Tacks.
S. S.....90&30&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&5%
Common and Patent Brads.....80&10%
Finishing Nails.....70&10%
Gimp Tacks:
S. S.....90&45&5%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&40%
Looking Glass Tacks.....70&10%
Trimmers' Tacks:
S. S.....90&30&10%
Trunk and Clout Nails:
Steel, Black.....90&5%
Steel, Tinned.....90&5%
Upholsterers's Tacks:
S. S.....90&40%

MISCELLANEOUS—

Double Point, in dozens.....90&5 cents
Double Point, in bulk.....80%
Matting.....90&10&10%
Shade, in dozens.....80%
Shade, in bulk.....

Tack Pullers—

Columbia, No. 1, ₩ doz., net.....$2.50
Columbia, No. 2, ₩ doz., net.....1.50
Little Jack.....₩ doz.....1.0

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@35&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Kenfel & Esser Co.:
"Favorite" Ass Skin....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List .....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅛ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....60&20%
Pipe, 1⅛ to 3 in.....30&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...20%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₩ 100.....net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.35, ₩ gro. $12.00
Globe.....₩ doz. 1.25, ₩ gro. 12.00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 2.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₩ gro.....$ 9.00
" " 4, ₩ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%

C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....₩ gross, net, $5.00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60%
Solid Box.....50&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%

Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%

Massey:
Perfect.....15@20%
Clincher.....30@40%
Wood-Working.....15@40%
Planer.....15@30%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30%
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....20&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....₩ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Pearless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools.....70%
Brass and Copper on Spools.....60&5%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....72½%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....80&10%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.25

Wire Rope—

Bright.....45
Cast Steel.....40%
Iron, Galvanized.....40

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....65&10@70%
Baxter's.....70@70&10%
Machinists.....66⅔%
Solid Handle.....50%

Bemis & Call's:
Brigge Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&5%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 42c
Linseed, City, Boiled, in barrels, ₩ gal. 44c
Out of Town on Spot.....₩ gal. 41c
Calcutta, Raw, in barrels.....₩ gal. 55c
Lard, Prime City.....₩ gal.....55@58c
Lard, Extra, No. 1.....49@51c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $19.00@$21.00
Barytes, American Floated, ₩ ton, $19.00@$20.00
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6½c
White Lead, Eng., in Oil..₩ lb. 6½@9½c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....1¼@2
In bladders.....1¾@2¼
In cans, 12½ lb to 25 lb.....1¾ to 2¼

Spirits Turpentine—

In regular bbls.....56@ 56½c
In machine bbls.....56½@ 57c

Dry Colors—

	₩ lb		
Blue, Chinese	30	@35	c
Blue, Prussian	28	@34	c
Blue, Ultramarine	5	@20	c
Sienna, Italian, burnt & powdered	4½@10		c
Sienna, Italian, raw & powdered	3½@ 7½		c
Umber, Turkey, burnt	2½@ 3½		c
Umber, Turkey, raw	3½@ 3½		c
Green, Chrome, Ordinary	5	@ 7	c
Green, Paris, in kegs	12½@14½		c
Indian Red, American	3	@ 3½	c
Indian Red, English	4½@ 8½		c

Colors in Oil—

Black Lampblack, best	13	@15	
Black Lampblack, common	8	@10	c
Blue, Chinese	35	@40	c
Blue, Prussian	33	@35	c
Blue, Ultramarine	14	@18	c
Sienna, burnt	11	@13	c
Sienna, raw	11	@13	c
Umber, burnt	11	@13	c
Umber, raw	10	@13	c
Brown, Vandyke	10	@13	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
O. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
National Sewing Machine Co., Belvidere. Ill.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

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L. & I. J. White Co., Buffalo, N.Y.
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Geneva Tool Co., Geneva, O.

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Magnolia Metal Co., New York.

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Enterprise Mfg. Co. of Pa., Phila.

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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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John H. Graham & Co., New York.
Sargent & Co., New York.

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Jos. Dixon Crucible Co., Jersey City, N. J.

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Chandler & Farquhar, Boston.

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Voorhees Rubber Mfg. Co., Jersey City. N. J.

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Lane Bros., Po'keepsie, N. Y.

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Standard Metal Strap Co., New York.

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Griffin Mfg Co., Erie, Pa.
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Three Years' Gain

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Figures give percentages of increase in our sales of these goods for 1904 over 1901.

Builders and Shelf Hardware	353%	Ice Cream Freezers	808 %
Shovels, Spades and Scoops	354"	Guns and Sporting Goods	833"
Forks, Hoes and Rakes	397"	Poultry Netting and Wire Cloth	1213"
Rubber and Cotton Hose	412"	Screens and Door Screens	1270"
Carpenters and Machinists Tools	426"	Boys Iron Wagons	1350"
Enameled, Galvanized and Tinware	452"	Harness, Saddlery Hardware, Whips	1535"
Cutlery	535"	Paints and Brushes	1760"
Lawn Mowers	703"	Sewing Machines	2200"
Stove Pipe, Stove Boards, etc.	754"	Manila and Sisal Rope	5888"

New Stocks Sold

1902	1903	1904
96	121	240

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Sargent & Co., New York, and New Haven, Conn.
ville, Ct.

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Columbus Bolt Works, Columbus, O
ville, Ct.

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Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva, O.

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Joseph Dixon Crucible Co., Jersey City, N. J.

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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Covert Mfg. Co., West Troy, N. Y.

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Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co., Reading, Pa.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
Stowell Mfg. & Foundry Co., So. Milwaukee, Wis.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sargent & Co., New York.
Stowell Mfg. & Foundry Co., South Milwaukee, Wi
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.

Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.

Harness Dressing.
Frank Miller Co., New York, N. Y.
C. L Hauthaway & Sons, Inc., Boston. Mass.

Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.

Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.

Hatchets
Franklin Specialty Co., Reading, Pa.

Hasps and Staples.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Hay Fork Pulleys.
John C. Kupferle, St. Louis, Mo.

Header Forks.
Geneva Tool Co., Geneva, O.

Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Hinges, Trunk, Box and Door.
Brass Goods Mfg. Co., Brooklyn, N. Y.

Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.

Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.

Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.

Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.

Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.

Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Nepenset, Boston Mass.

Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.

Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.

Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.

Ice Chisels.
John Chatillon & Sons, New York.

Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.

Ice Creepers.
Edwin B. Stimpson & Son, New York

Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.

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John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.

Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.

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American Sheet and Tin Plate Co. Pittsburg, Pa.

Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.

Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works. Detroit, Mich.

Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H Anderson & Sons, Inc. Detroit, Mich.
Van Dorn Iron Works Co., Cleveland Ohio.

Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

"Japalac."
Glidden Varnish Co., Cleveland, O.

Job Lots.
Chas. Weiland, New York.

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C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.

Knife Sharpeners.
Pike Mfg. Co., Pike, N. H.

Ladders.
Berger Bros. Co., Philadelphia.

Lamps, Bicycle.
John H. Graham & Co., New York.

Lanterns.
Hurwood Mfg Co., Bridgeport, Conn.

Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

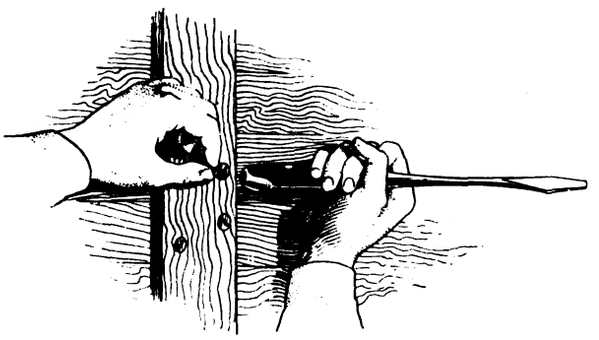
Lawn Fences.
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Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
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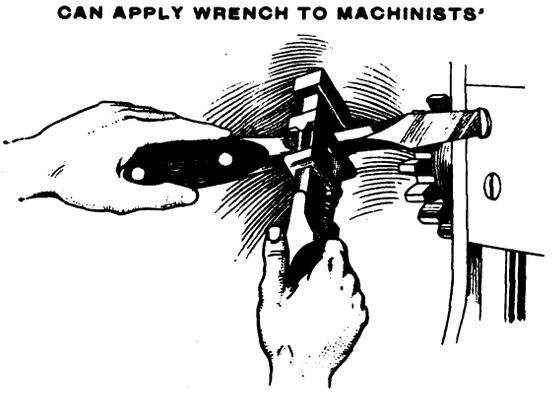
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L. S. Starrett Co., Athol, Mass.

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Taylor & Boggis Foundry Co., Cleveland, O

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Liquid Glue.
Wachter Mfg. Co., Baltimore, Md.

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Magnolia Metal Co., New York.

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Geneva Tool Co., Geneva, O.

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Lane Bros. Co., Poughkeepsie, N. Y

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William Dobson, Canastota, N. Y.

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Hurwood Mfg. Co., Bridgeport, Conn.

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Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

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Cushman & Denison, New York.

Nuts.
Columbus Bolt Works Columbus, O.

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J. E. Bolles Iron and Wire Works, Detroit, Mich.

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Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

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Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Joe. Dixon Crucible Co., Jersey City, N. J.
Geo. W. Pitkin Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B. Willson & Co., Washington D. C.

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Joseph Dixon Crucible Co., Jersey City, N. J.

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Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgepost, Conn.
Walworth Manufacturing Co., Boston, Mass.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcestor, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam. Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind and New York

Polishes, Paste.
Geo. W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Radiator (Perfection)
Bennett & Mason Co. Rochester, N. Y.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Ranges (Steel)
C. G Folsom Mfg. Co., South Bend, Ind.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E. Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Brouson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Bender, Adamson & Co., New York Philadelphia, Boston and Chicago.

Sash Balances, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives & Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments.
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.

Saw Tools.
C. E. Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
Thomson Drop Forge Co., Plantsville, Ct.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York
The Ducharmes Co., Shelburne Falls Mass.
Hurwood Mfg. Co, Bridgeport, Conn.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

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Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Separators (Cream)
Smith Bros. Mfg. Co., Indianapolis, Ind.

Sewing Machines.
National Sewing Machine o. Belvidere, Ill.
New Home Sewing Machine Co. Orange, Mass., and New York City

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

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L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H.

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.
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John C. Kupferle, St. Louis, Mo.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
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Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
O. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spray Pumps.
The Deming Co., Salem, Ohio.

Springs, Wire.
John Chatillon & Sons, New York.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
JohnH. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn. N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Stone Working Tools.
W. H. Anderson & Sons, Inc Detroit, Mich.

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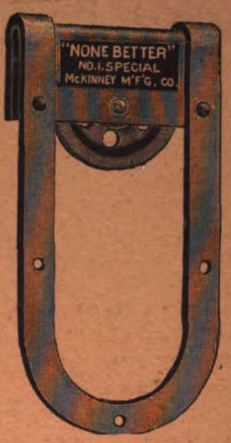
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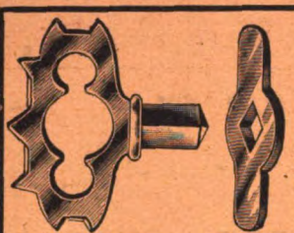
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MANUFACTURERS OF

WE USE THE BEST STEEL
HAVE THE BEST METHODS
OF TEMPERING AND PAY
THE HIGHEST WAGES.
BEST ON EARTH

DO NOT BE DECEIVED

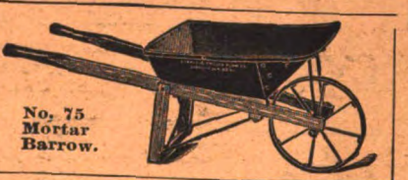
MAYER & CO GOLD MEDAL

GOLD MEDAL FILES

NOT IN THE TRUST

PHILADELPHIA, PA. U.S.A.

SYRACUSE CHILLED PLOW CO., SYRACUSE, N. Y., U. S. A.



No. 75 Mortar Barrow.

Manufacture the Largest Line of

WOOD and STEEL WHEELBARROWS,
CONTRACTORS' PLOWS,
DRAG AND WHEEL SCRAPERS,
HAND CARTS,
STORE AND WAREHOUSE TRUCKS,
STEEL SKIPS.

YOU BUY THE SYRACUSE YOU BUY THE BEST

BEFORE PLACING YOUR ORDER SEND FOR No. 11 CATALOGUE AND PRICES.

WALKERS CROWN LIFTER AND SELF PULLER

WALKER'S Self-Pulling CORK SCREWS

WALKER'S SELF PULLER.

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Every one tested and guaranteed.

Manufactured only by

ERIE SPECIALTY CO., Erie, Pa.

Screen Doors

Window Screens, Snow Shovels, Clothes Horses, Garment Hangers, Towel Racks, Mops, Stable Scrapers, Kitchen Shelves, Door Holders, Nozzle Holders, Tack and Nail Boxes.

The A. J. PHILLIPS CO.,
FENTON, MICH.

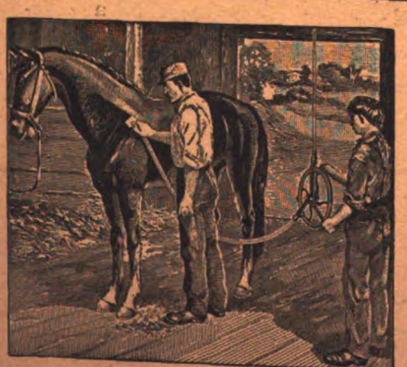
We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs,** either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales





JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.



20TH CENTURY CLIPPER.

SEASONABLE GOODS

20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)

The 1902 Chicago Clipper, List $10.75

and the

1904 Stewart Sheep Shearing Machine,
List $12.75

They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.



1904 STEWART SHEARING MACHINE.

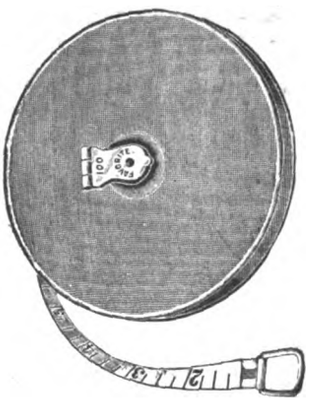
Chicago Flexible Shaft Co., 106 La Salle Ave., CHICAGO.

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127 FULTON STR., NEW YORK.

BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

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Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

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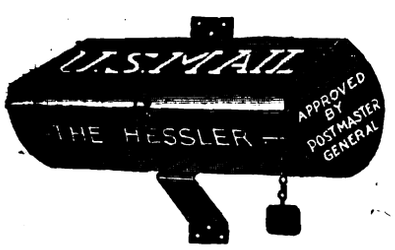
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The above brands always denote the highest point of excellence in quality that can be produced with the best of material and men who have had a life-long training in the work, and they are only used on our high grade goods. There is none better—few, if any, as good. When you buy any of the above brands you always know that you are getting quality. *Write us for onr new Catalog "C."*

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THE HESSLER

BEST KNOWN. BEST MADE.

Most durable as well as the cheapest fully approved Rural Mail Box on the market. Do not be deceived by manufacturers who claim to have a Box similar in appearance to the "Hessler." Just compare the Boxes and convince yourself. The Hessler Box is storm and dust proof, has the only signal that will not get out of order. It costs you no more than the cheaper made boxes. Write for full description and prices.

HESSLER MAIL BOX CO.,
SYRACUSE, N. Y.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

BRANCH OFFICES:

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Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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N. N. HILL BRASS CO.

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"Anchor Brand"
Clothes Wringers,
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OLINGER'S DIBLER AND TRANSPLANTER

The only practical Dibler ever made for setting, transplanting, fertilizing with Dry or Liquid; also weeding lawns or other purposes. Price by mail, 50c.

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200 West 44th St., New York

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"BIGELOW" FAULTLESS WIRE FLY KILLER

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GLASS CUTTERS

"STANDARD"

W. L. BARRETT

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RE&O

RUSSELL & ERWIN MFG. CO.

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HARDWARE SPECIALTIES

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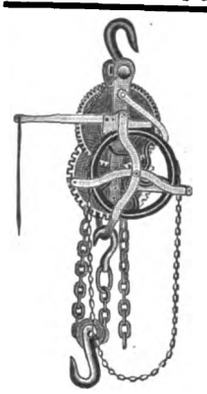
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Manufacturers
TROY, N. Y.

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2 TO 10 TONS CAPACITY

JAMES P. DUNN, Mfr.
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FACILE CHAIN HOIST.

Most modern appliance for lifting loads ¼–3 tons.

JOS. F. McCOY CO.
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"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.
THE CLEVELAND STAMPING & TOOL CO.
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"HARDWARE"
twice a month
$1.00 a year.

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Snow Flake Axle Grease
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MANUFACTURED BY
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"STAR" Pump Bucket.
HENRY C. FRESHMAN
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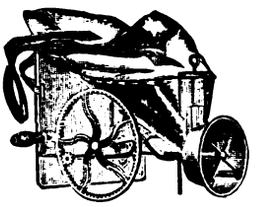
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To dealers, for their local advertising.

It is bringing orders to others, but won't to you—unless you use it.

Write for it now, to

GOODELL COMPANY,
106 MAIN STREET, ANTRIM, N. H.

THE CAHOON HAND BROADCAST SEEDER



For Sowing ANY Grain or Grass Seed
IS THE GUARANTEED STANDARD
SEED SOWER
OF THE WORLD.

It has *POSITIVE* and *ACCURATE* feed
AND
SAVES MONEY IN TIME AND SEED.

Malleable Iron Frame — Steel Hopper and Gate — Brass Discharger.

LASTS A LIFETIME.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED HEINISCH SHEARS, ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,
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"Three in One" LUBRICATES
Prevents Rust
Cleans and Polishes
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SASH PULLEYS
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FRANK B. SLOAN & CO.
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SCREW PLATES

Holroyd & Co.
ESTABLISHED 1847
Stocks and Dies, Screw Plates, Taps and Dies for all use.
WATERFORD, N. Y.

Little Giant.
SCREW PLATES
Taps and Dies — Bolt or Pipe
Wells Brothers Company
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CHICAGO

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H. O. AMUNDSON
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PERFECT SHELF BOXES
FOR
HARDWARE SHELVES
CHARLES P. MOORE,
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STOVES

EXCELSIOR STOVE & MFG. CO.
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SUBSCRIBE
for
"HARDWARE"
One Dollar for
24 Numbers.

VISES

HOWARD VISES
HOWARD IRON WKS.
BUFFALO, N. Y.

WASHING MACHINES



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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

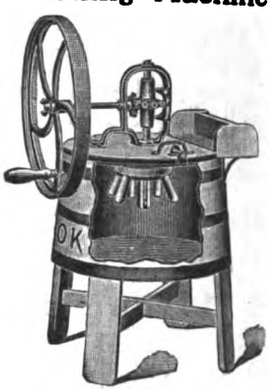
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



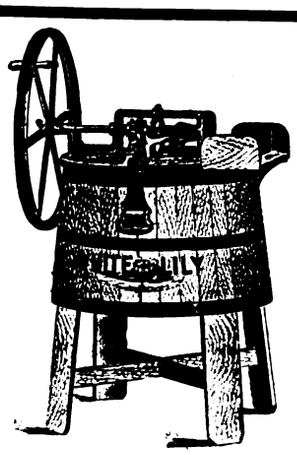
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



BUILT RIGHT
WATER TIGHT
OUT O'SIGHT

"White Lily Washers Wash Lily White."
'Nuff Said.

Drop us a card.

WHITE LILY WASHER CO.

Toledo, Ohio. Davenport, Iowa.

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

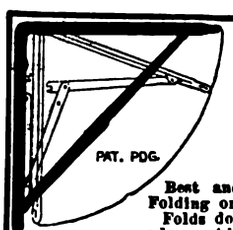
NEWARK, N. J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



GRIFFIN'S FOLDING BRACKET

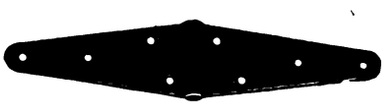
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



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(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges.

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.



PRISON, HOUSE AND STABLE WORK.

Joist Hangers; Lawn Furniture; Fencing, etc.

VAN DORN IRON WORKS CO.,

CLEVELAND, OHIO.

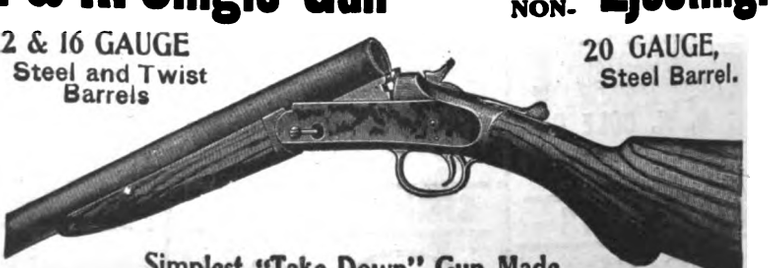


GOOD AGENTS WANTED TO SELL

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

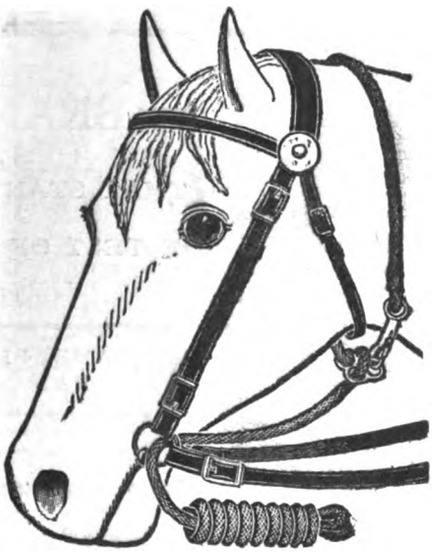
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

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LIVERY TIE.

Solid black braided cotton hitching tie—Snaps around the neck—long enough to tie around a telegraph pole—just as good as a neck strap that costs you $1—looks just as well as a neck strap that costs you $1—you can retail them at 25 cents. Ask your jobber.

Manufactured only by

E. T. RUGG & CO.

NEWARK, OHIO.

Manufacturers of leather, web and rope halters, cattle and horse ties of every kind.

We Sell the Large Wholesale Trade Only.

Flawless Edge Tools

We make all kinds of Edge Tools.

Although we have been in the business since 1837, we have been growing younger every year—using the youngest machinery, the newest methods and doing everything in a down-to-date way.

Standards of Excellence

That is the recognition given them in the markets of the world. The Highest Award was given them at the Paris and Pan-American Expositions.

May be that is the reason why more of our goods are sold than of other manufacturers in our line.

Our goods and prices interest most Hardwaremen. Are you interested? Write us at once.

Mention HARDWARE.

L. & I. J. WHITE CO.

Buffalo, N. Y., U. S. A.

IF THE UNITED STATES

Would place to-day an order for *wooden* warships, the world would ridicule us.

The dealer who handles *wooden* washers shows an awful lack of progressive spirit.

SPAIN has quite a few old *wooden* tugs, cheap and for sale; unfortunately she had not all of her stock at Manila.

Mr. Dealer! How many of those *wooden* washers that you bought before the Spanish War, are still decorating your store?

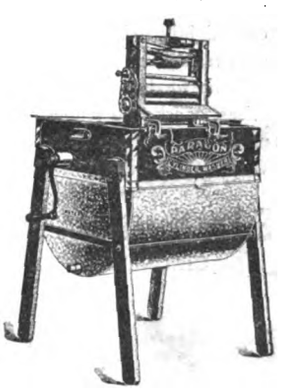
DO AS DEWEY DID!

And then put in a fresh stock of *Metal Paragon Washers.*

You can safely place them near the entrance *to-day;* because *to-morrow* they will go to their future home, and act as a *free advertisement* for your store.

The PARAGON is made on the same principle (revolving cylinder) as the large power machines you see in every steam laundry and hospital.

Do you know now *why* and *how* the PARAGON does the work?



PARAGON WASHER.

Compare the *appearance* of the PARAGON to any of the clumsy, complicated, greasy, antiquated wooden "washers (?)," and you have found the reason why you have never made a success of washing machines.

Experts predict for the PARAGON a larger commercial success than that of the Singer Sewing Machine. Dealers will find it to their advantage to come in on the ground floor now, before the agency for their city goes to a competitor.

EMIL R. BECKERT,

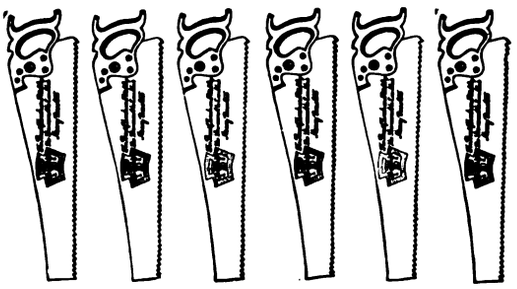
1175 3rd AVENUE, - - - NEW YORK.

P. S. Summer resorts are now equipping their laundries. Every proprietor of a hostelry is sure to buy a Paragon, Hotel size. Dealers, make the profits!

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

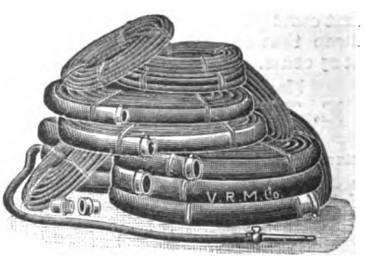
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoes Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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NEW

PUTNAM

Horseshoe Nails.

IN view of the fact that there is room at the top, and a good demand for a high class Horseshoe Nail, we wish to bring it to the attention of the trade that we are making but *one grade* of Horseshoe Nail (THE NEW PUTNAM,) which is first-class in every respect, and superior to any that have ever been previously offered, and that we are, therefore, *maintaining prices*, and that our machines make no seconds or inferior nails with which to flood the market and create unsatisfactory and unprofitable conditions; nor have we an overstock to dump to add to the demoralization.

In this relation, it should be borne in mind that the difference in price between our nails, and that of the very cheapest now sold, amounts to only 1½c. *per horse.*

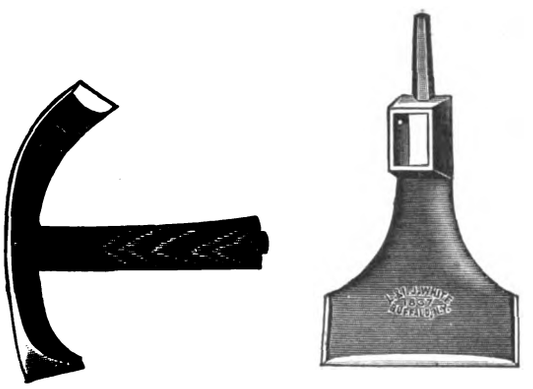
PUTNAM NAIL CO.,

No. 50 Congress St., Boston, Mass.

Old Time Friends

of dealers and users of tools are

WHITE'S EDGE TOOLS



They have enjoyed the highest esteem as business builders for nearly

THREE QUARTERS OF A CENTURY

It'll pay you to get acquainted with them through

L. & I. J. WHITE CO., BUFFALO, N. Y.

PATENTS

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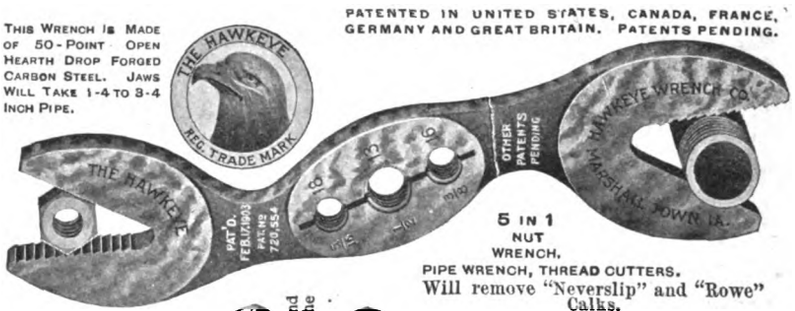
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TENCILS-BURNING BRANDS STEEL STAMPS & DIES SEALS-MACH PLATES-CHECKS

BRIDGEPORT, CONN.

THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.

PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



5 IN 1 NUT WRENCH, PIPE WRENCH, THREAD CUTTERS.

Will remove "Neverslip" and "Rowe" Calks.

The Best Wrench Made.

The easiest selling wrench on the marke

Ask for prices and discounts.

Best Wrench Made For Automobiles

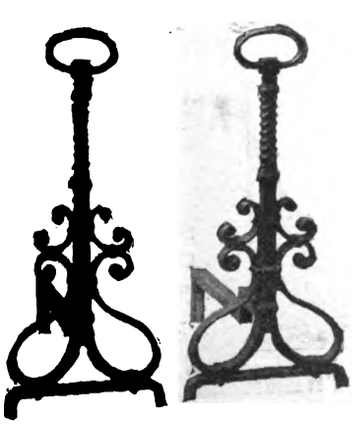
Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



HAWKEYE WRENCH CO.

MARSHALLTOWN, IOWA



Aside from a very attractive and quick-selling line of ANDIRONS

and Fire Place Equipment, the Blacklock Catalogue illustrates and describes one of the most extensive and complete lines of Sad Irons, Sugar Kettles, Stove and Country Hollow Ware, etc.

Every Hardware dealer should have the Blacklock Catalogue and prices.

May we send them to you?

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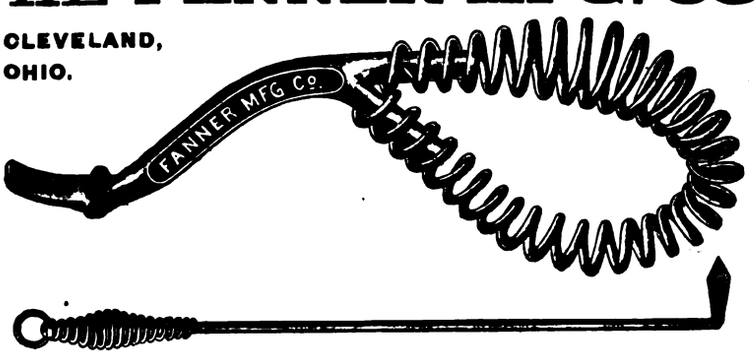
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THE FANNER MFG. CO.,
CLEVELAND,
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Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

You take no risk on the quality.
We make only the best!



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HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

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AN ENTIRELY NEW THING.

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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





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¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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BUTTER IN ONE MINUTE



THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee—is

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PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

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IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

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COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note—We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our New Catalogue now ready.
Shall we send you a copy.

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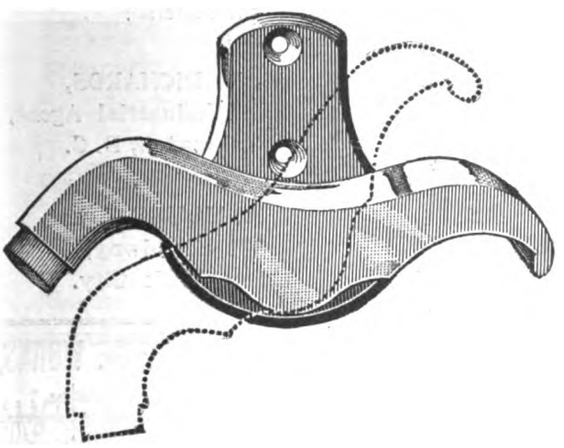
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Simplicity Durability Neatness

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The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

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We Respectfully Invite

Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

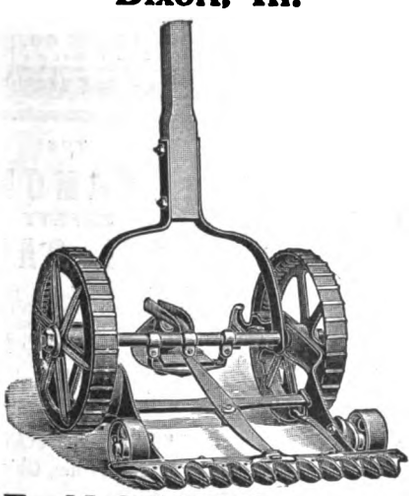


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THE MOWER

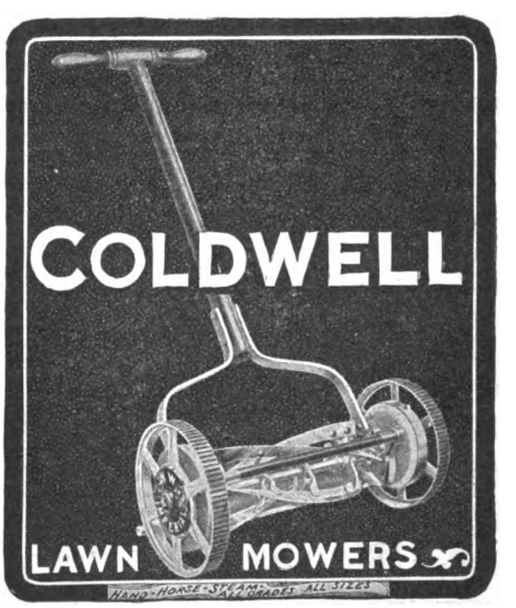
That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

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PRICES TO THE TRADE:

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They are something new in the calendar line, and will tell you, in an interesting way, a few of the many points which have made "The Terne which turns the elements," a universal favorite for over sixty years.

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$5.88 PER DOZ.

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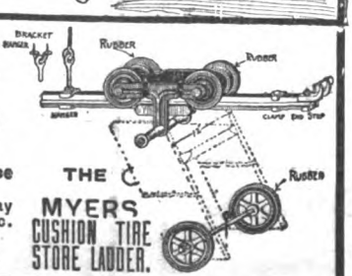
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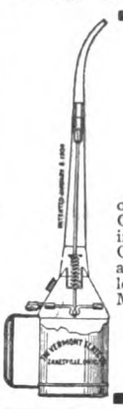
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A Unique Novelty, Ornamental as well as Useful. Comes in two sizes—10 in. with raised brass figures, and 6 in. with painted gold figures. May be fitted with one-day or eight-day movement. A bow of ribbon adds to its attractiveness, and we can furnish any color desired. *Also Panel, Program, 60-day, Calendar, Electric and Synchronized Clocks,* Watchman's Clocks and Paper Dials of all kinds. Send for Catalogue No. 584. **The Prentiss Clock Improvement Co., Dept. 58, 49 Dey St., N.Y. City**

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This outfit is entirely novel, light and attractive in appearance, and supplies a want in the Hammock line which has often been expressed.

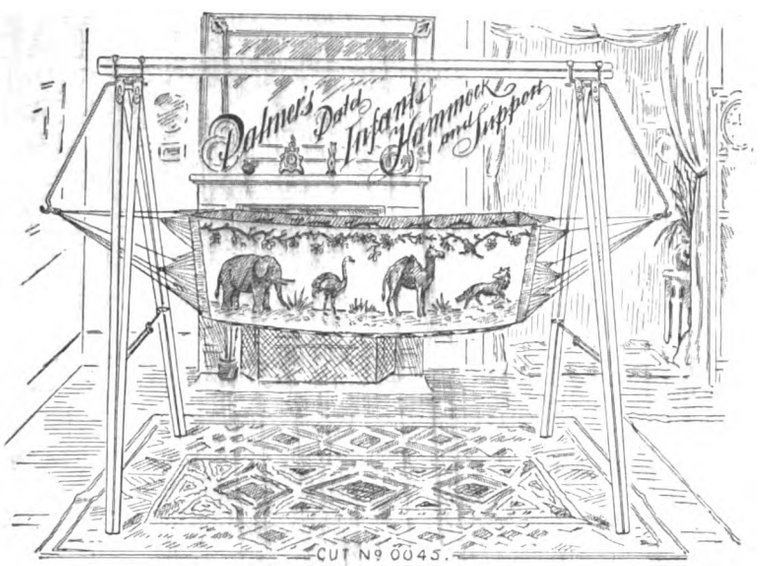
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Also Manufacturer of Mosquito Nettings

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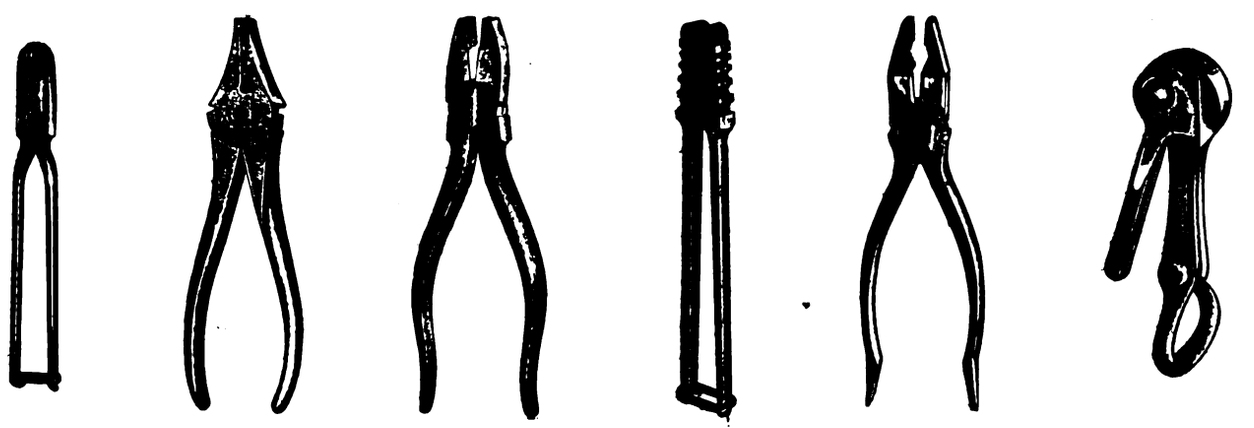
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MAKERS OF

WARRANTED FORGED STEEL TOOLS



A Few of the Tools we Make. Write for Catalogue Showing Full Line.

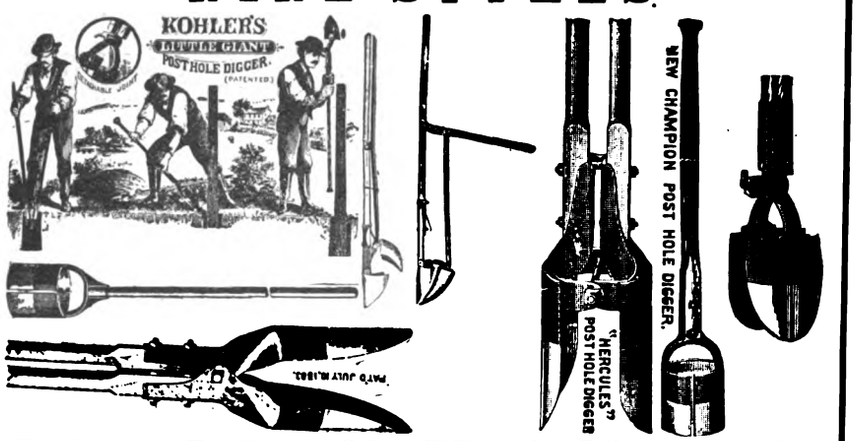
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BOARDMAN'S
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QUALITY GUARANTEED.
MANUFACTURERS OF
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SILVER PLATED, ALSO NICKEL SILVER (Without Plate)
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ESTABLISHED 1840.

Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

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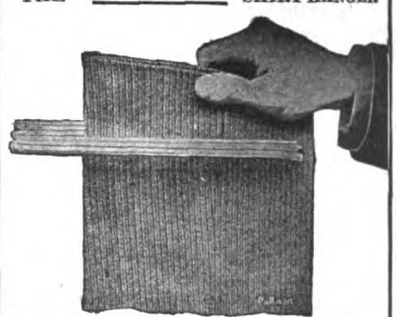


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RELIABLE INCUBATOR & BROODER CO., Box 259 Quincy, Illinois.

110 Yards Fine Poultry

THIS IS THE **"PULLMAN"** TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them. Two Sizes. Send for Folder No. 25.
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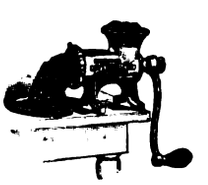
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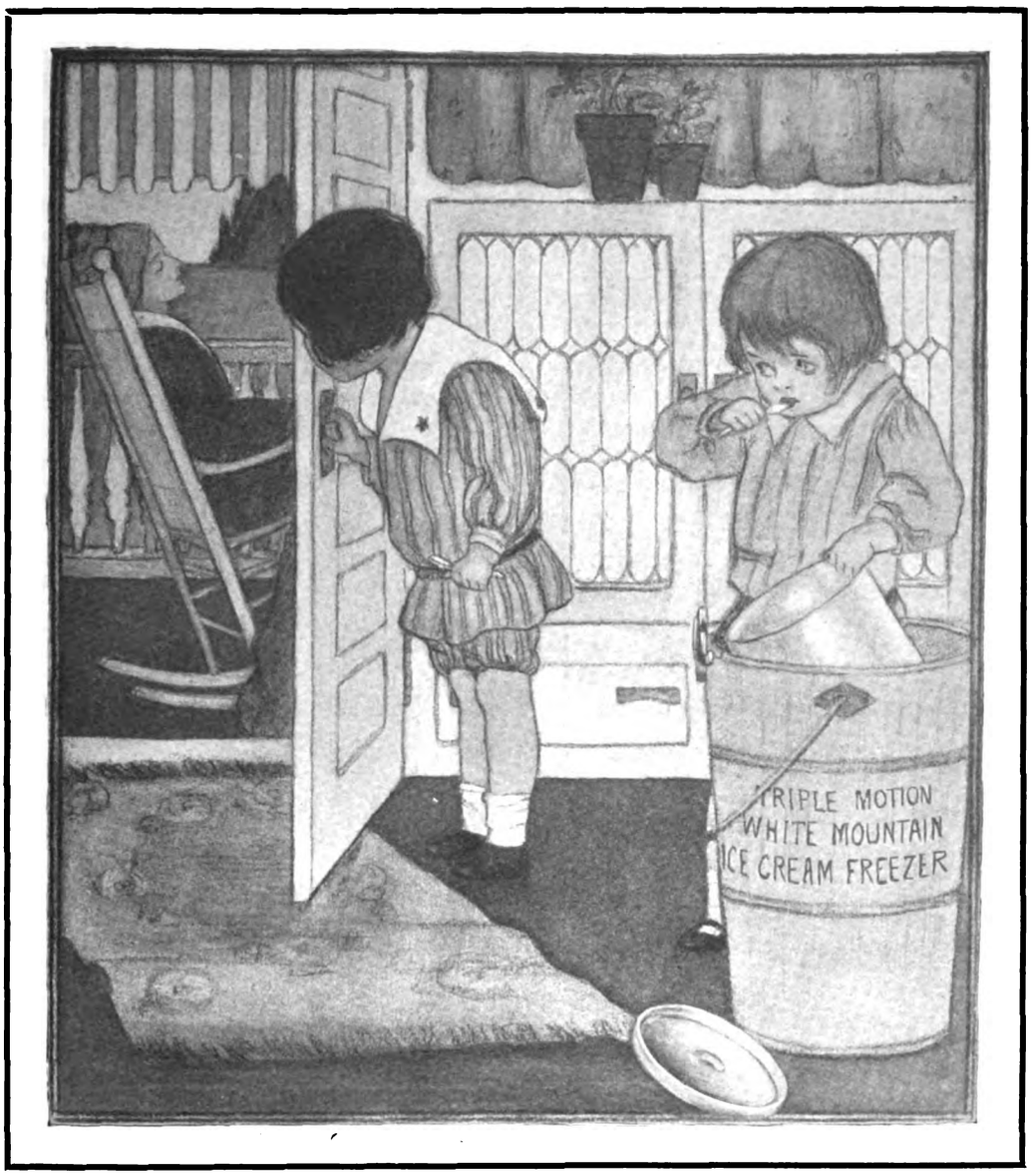
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DON'T BE CAUGHT NAPPING on the freezer question. The time to order your ice cream freezers is a long time before you need them. You'd better have an order in than be a sale out. And the freezer to order is the BEST one—the

White Mountain Freezer

You will sell more than you did last season.
ORDER EARLY. Write your jobber to-day.

Our new catalogue is ready. The latest and best thing in freezer literature. SEND FOR A COPY.

The White Mountain Freezer Company, Nashua, New Hampshire,
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Ideal Combination Try Square

For Carpenters, Mechanics and Pattern Makers.

One of the Most Useful Articles Ever Placed on the Market.

This Square is designed to meet the requirements of those who wish a popular priced accurate tool. It is graduated to 32ds of an inch, on all edges of both sides, and therefore enables one to take measurements in any position the square is placed and permits the user to secure Bevel Cuts, a feature which cannot be accomplished with any other Try Square.

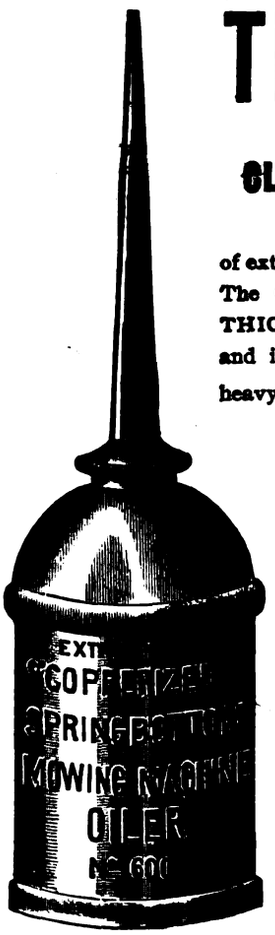
Made in Two Sizes, 4 & 6 in. Blade.

Write us for Prices and full Particulars.

MANUFACTURED BY

THE SMITH & EGGE MFG. CO.

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THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

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L. S. STARRETT says:

If you find any tools better than Starrett Tools—buy them.

Send for Catalogue No. 17 T of Starrett Tools. 176 pages.

The L. S. STARRETT CO.

ATHOL, MASS., U. S. A.

NEW YORK 128 Liberty St. CHICAGO, 15 South Canal St.

HOLT'S



IMPROVED Dover Egg Beater

It's equal is unknown. It beats eggs in 20 seconds—in one-fourth the time of the best hand whipper.

THE FLARE DOES IT!

And then our Beaters are one-third larger than the 10-cent Dovers.

The Dashers are thicker, too, wider and flared.

OUR "CLEANER" RUG AND CARPET BEATER —are you handling it? Send for price-list circular.

HOLT-LYON COMPANY

SOLE MANUFACTURERS

TARRYTOWN-ON-THE-HUDSON, N. Y.

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HARDWARE

A CARD.

Alfred Field & Company, 93 Chambers Street, New York, warns the trade that recently the patterns of French Plyers and Nippers made by L. Hugoniot Tissot, for whom they are sole agents, have been copied, and are being offered for sale under their numbers. They therefore caution the trade that if they want the genuine Tissot's tools, not to be misled by such a subterfuge.

The Engraving and Steel Stamp business of the Schwerdtle Stamp Company, and the Rubber Stamp business of the Bridgeport Stamp Company, both of Bridgeport, Conn., have been incorporated under the laws of the State of Connecticut, and will hereafter be known as the Schwerdtle Stamp Company. The new company receives all the assets and assumes all the contracts and obligations of both old firms, and is now open for business in their new building. They state that they have equipped their new factory with increased facilities, including modern machinery, new type, etc., and will be able to handle their increasing business more promptly and satisfactory than ever before.

The Novelty Mfg. Company, of Jackson, Mich., on January 7, sold their entire business, including the real estate, plant, machinery and tools, furniture and fixtures, bills receivable, accounts receivable and good will to the Metal Stamping Company, of Jackson, Mich. The new company will be in the hands of those that have managed so successfully the affairs of the Novelty Company for the past fifteen years.

The Isthmian Canal Commission, Washington, D. C., has issued proposals calling for "Machine Tools, Machinery, Hand Cars, Leather Belting, Rope, Canvas and Rubber Hose, Cars, and Miscellaneous Supplies, including Coal Tar, Axle Grease, Glue, Ticking, Horse Hair, Etc." All inquiries for proposals should be made by a request direct of the Isthmian Canal Commission, at Washington, D. C. S. E. REDFERN.

MODERN PAINTINGS.

Sickels, Preston & Nutting, Davenport, Iowa, issue as usual, for distribution among their friends and customers, their reproduction of "Modern Paintings" in the appropriate colors. This is a work of great beauty showing an artistic appreciation of each artist selected. The selection includes: "Constance" by Albert Lynch; "Solitude" by Moran; "The Noonday Rest" by Osthaus; "Late Autumn in Connecticut" by George Howell Day; "On Furlough" by Pierce and "Sunset in Venice" by Moran.

Diamond Saw & Stamping Works, Buffalo, N. Y., send out a very handsome calendar made doubly welcome by the artistic delineation of a beautiful blonde adorning it. In fact, the aforesaid blonde is, as she deserves to be, the sole attraction. The calendar advertises the "Sterling" Hack Saw Blades and frames made by this progressive company.

Iver Johnson Arms & Cycle Works, Fitchburg, Mass., issue a noted calendar, that will be especially valued for the graphic picture of a Barn Door which occupies the whole space, on which are hung on very natural wire nails, a hunting coat, and two Iver Johnson Revolvers in full size and attractive appearance. A leather strap, and door bolt are added to the other items that go to make up a very harmonious picture, and one that appropriately advertises their most important production, namely Revolvers.

Hopkins & Allen Arms Company, Norwich, Conn., have forwarded to us one of their large, new and attractive hanging calendars which they have recently issued. The picture shows a couple, consisting of a young man and his best girl in the latest approved outing dress, both "armed and equipped as the law directs;" she has evidently stolen an approach, and covering his eyes, as he asks "Who is it?" she says "Can't you guess?" The ever present dog, makes the picture complete. The painting is one of the masterpieces of that well known artist of sporting subjects, A. von Beust, and is a realistic scene in the woods.

Smith Brothers Hardware Company, Columbus, Ohio, who are exclusive jobbers, have issued a calendar to the trade in which is a picture of the new plant into which they are now moving. The illustration gives an excellent idea of their increased accommodations which provide facilities by which their trade will be greatly benefitted. The calendar proper, is of good counting house size, and well suited to the offices of their customers.

WINCHESTER REPEATING ARMS COMPANY RECEIVES GRAND PRIZE.

Winchester Repeating Arms Company, New Haven, Conn., have been made happy by the awarding of the Grand Prize at the St. Louis Exposition, the highest mark of distinction given in competition with the leading manufacturers of all countries. The success attained by the Winchester Repeating Arms Company at this Exposition is simply in line with honors received in the past. At the Paris Exposition, Winchester Arms and Ammunition received the Grand Prix; and wherever they have been exhibited they have always been given the highest possible prizes.

HARDWARE MERCHANTS' AND MANUFACTURERS' ASSOCIATION OF PHILADELPHIA.

The Hardware Merchants' and Manufacturers' Association of Philadelphia met on January 17 and elected the following officers for the ensuing year: President, Thomas Devlin; vice-president, John R. Griffith; secretary-treasurer, T. James Fernley; directors, Thomas Devlin, William W. Supplee, Samuel Disston, James H. Ritter, C. C. Tryon, John R. Griffith, Ellicott Fisher, E. S. Jackson, T. James Fernley.

A BIG CONCERN.

The daily papers of January 13th announced the incorporation in New York State of the Simmons Hardware Company of New York with a capital of $1,000,000, the directors being Edward C. Simmons, W. D. Simmons, E. H. Simmons, G. W. Simmons, S. F. Pryor, L. S. Haslem, F. W. Allen, A. H. Richardson, all of St. Louis, Mo., and Morris N. Ely of New York City. This would indicate a business to be accomplished that would be here to stay and the future movements of a company with this amount of capital will be looked forward to with a great deal of interest.

THE COLDWELL LAWN MOWER CO.'S SOUVENIR.

The annual artistic greeting from the Coldwell Lawn Mower Company, Newburgh, N. Y., comes this year with an appropriately framed Cupid, one of the well known group, who, with his musical instrument to his mouth, is making celestial music to which a feathered songster on a convenient branch is endeavoring to reply. The whole is surrounded by a network of graceful and artistic lines formed into the conventional scrolls of a true artist, in which Dan Cupid agreeably makes the center of the picture the prevailing color of the frame and the design being white.

KENTUCKY RETAIL HARDWARE DEALERS' ASSOCIATION.

John R. Sower, Frankfort, Ky., secretary of the Kentucky Retail Hardware Dealers' Association, advises us that at the meeting of committee on arrangements, held in Louisville, Ky., January 18, they decided to hold the next meeting at Louisville, February 14 and 15, with headquarters at Galt House. All jobbers and manufacturers are invited to make display during meeting held at hotel.

BISSELL'S "WORLD'S FAIR" SWEEPERS.

John Wanamaker has purchased for both his Philadelphia and New York stores, the entire display of World's Fair sweepers that were shown in St. Louis by the Bissell Carpet Sweeper Company, and on which they received the award of Grand Prize. The Wanamaker stores will display these goods in the Bissell Carpet Sweeper booths of their New York and Philadelphia stores.

DEATH OF JOSEPH B. MORRISON.

Joseph B. Morrison, President and Treasurer of the Morrison Manufacturing Company, Fort Madison, Iowa, died suddenly in Des Moines, on December 28th. Mr. Morrison, with his father and his older brother established the business of the Morrison Manufacturing Company after the close of the Civil War. In 1892 the firm, which had been incorporated 10 years before, was composed of Mr. Morrison and his two sons. The latter, it is understood, will continue at the head of the business.

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HARDWARE

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The Name of your Post-office and of the State you live in should always follow your own name when writing to this office. We cannot find your name on our books unless this is done.

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HENRY HOPKINS, - - Editor.
A. EUGENE BOLLES, - Manager.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted Exclusively to the Hardware Trade.

Editorial Trade Review

The travellers are out on the road as usual at this season of the year, while the inventories are being brought to a close; the amount of stock made evident, and the few orders not already provided for, can be hunted up and the trend of business for the future readily distinguished. The orders, however, do not seem to be given in such liberal quantities as they were a short time ago before anything in the shape of advances was talked about. Many houses have provided for their wants by early requisitions and are able to look the future in the face and feel that they have made every preparation.

The numerous conventions that will interest the Retailer and keep him from his native heath during the one week out of four this month, will keep him from being an over active purchaser. Many of them however, have spoken for lines of goods to be delivered on specified dates with which they have secured their usual wants from their favorite jobber, taking advantage of the low prices at which they were held before inventory. Jobbers are, many of them, able to report an increase in the sales for December arising from this cause.

The business of the Jobbers on many accounts are reported as encouraging, and as blocks of goods have been ordered to supply ordinary wants, the Retailers can purchase their stocks without the imminent danger of being swamped at the prices. They will find a stiffening in price all along the line as prices are tending upward, but goods are still obtainable. There are many goods sold by the trade at prices abnormally low, among which may be mentioned Screen Doors, Screen Cloth and Poultry Netting, Wrought Butts, and in fact Hinges of all kinds, Steel goods, Screws and Shovels, Spades and Scoops.

It will be found, when the Jobbers' drummers pay their early Spring visit, the retail stocks, whenever investigated, are running light. On regular stocks the demand was such in the late Fall that stocks were not replenished at the tail end of the season, with a few exceptions, for which the wants were anticipated. Good orders should meet the successful salesman and the promised prosperity for 1905 will already have commenced.

The condition of the country is such that it is doubtful if it ever was better. 13,000,000 bales of cotton, if sold even at six to eight cents, would make the planter feel as though he could be infinitely worse off and seldom better. If holding cotton is going to be the rule, the Jobbers' collections will be slim enough for a while. The entire Western country is feeling the effect of full graneries with corn and wheat galore, placing it in an independent financial condition rarely known. The remunerative crops it has had for several years has caused general business to flourish immensely and is likely to continue.

The Retail Associations.

At this period of the year the different Retail Associations have their innings, and a fine unbroken front they present, so that their strength and importance, their numbers and influence, can readily be seen and recognized. They have become a part of the Hardware business that when known and understood hold their positions in the prosecution of their vocation with a power to command and the strength to back it up.

Although in the building up of these various Associations the object and aim was purely commercial, they banded themselves together to make demands and create reforms that were greatly desired and became eminently successful. In the organization of the various Associations the promotion of that first step was taken when a spirit of comraderie prevailed, and brotherly feeling was uppermost in everything accomplished; the jealous spirit of rivalry, the trickery of methods that underlie a fierce competition were eliminated and they looked upon each member of the Association as entitled to all the rights and privileges gained through organized effort. The moral force of an Association to influence its members to act together in harmony and urge reforms for the general good, cannot be gainsaid, and that they will continue to grow in character and ability, giving evidence through able papers widely read and freely discussed, how unselfishly they give of their own stock of knowledge and experience, for the benefit of those associated with them.

The aims and movements of each association should be guided by the conservative views of the majority which should always be manifested in the large attendance at a meeting. The radical views of the strenuous few must be carefully kept in the background, so that their strength does not degenerate into an abuse of power and fail in their object. And the level-headed and broad minded members of the Association should be more pronounced in their views, more active in the inculcation of them, and by the laying out of the work of the Association, more forceful in the accomplishment of its various aims.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Refusal to Pay Policy of Life Insurance.

QUESTION: A life insurance company refused to pay a policy for $5,000 on account of the following facts: In the medical examination of the person insured is this question: "Has any application for insurance upon your life ever been made to any company or association upon which a policy has not been granted? If so, state name of company or association?" Answer: "No." It appears that several years before this question was answered, an application had been made to another company and rejected, and that an application to a third company was then pending and was rejected a few days after this question was answered. Does this reason justify an insurance company in refusing to pay the policy?

REPLY: The insurance company clearly had a right to know about both applications and in the absence of any explanatory circumstances this untrue answer vitiates the policy and renders it impossible to recover anything from the company. Invariably the statements made in the application for an insurance policy and the answers given by the insured to the medical examiner are incorporated in the policy of insurance and made a part of the contract between the insurer and the insured by the terms of the policy. The law regards these statements as warranties made by the insured and they must be substantially true or the policy will be void. If, however, it could be shown that the insured answered this question correctly and that the incorrect answer was inserted by the medical examiner through fraud or error, and without any fraud or collusion on the part of the insured, the company would justly be held responsible, because in that case the misrepresentation would be, not the act of the insured, but the act of its own agent. Assuming that the answer of the insured was correctly transcribed by the medical examiner and was untrue, we see no possibility of a recovery on this contract of insurance.

Check—Liability of Drawer.

QUESTION: A customer sent us his check for two hundred dollars. We deposited in our bank and the bank sent it to the bank it was drawn on for collection. That bank sent a draft on to New York. When the draft reached the New York Bank it went to protest as the bank that drew it had failed. Query, who must lose it?

REPLY: Until acceptance the New York Bank on which the draft was drawn was a stranger to the bill and therefore incurs no liability by this transaction. We think that in accepting your customer's check, you did not waive your rights against him, until the same was paid. The drawing of a draft by his bank on another bank was not payment of the check. We think, therefore, that you can hold your customer for the two hundred dollars, provided you have given him timely notice.

Savings Bank—Deposit in Trust.

QUESTION: My aunt died, leaving a small sum deposited in a savings bank in her own name, "In trust for my niece, M. C. M.," referred to me. Can I claim the money?

REPLY: Where a deposit of money is made in a savings bank in this form and there are no circumstances or facts explaining the same, the rule of law is that the depositor has vested the title to the money in the person in whose favor the trust is declared. But it is always open to other persons interested to show that the intent of the deceased was not to create such a trust in favor of the beneficiary, but in the absence of such proof you are legally entitled to the money.

Partners—Right to Share in Capital and Profits.

QUESTION: If two men engage in a partnership for the purpose of conducting a business, one contributing $1,000, and the other making an investment of $5,000 in the business, and the partnership is dissolved, first, how is the capital to be divided, and, second, how would the profits or losses outstanding be shared?

REPLY: In the absence of contrary agreement, on the dissolution of the partnership each partner would be entitled to withdraw his original contribution to capital. After the contributions to capital have been restored, the profits or losses would then be shared, but the ratio of distribution of the two funds—capital and profit—is not necessarily the same. Unless the parties have expressly agreed that the profits or losses are to be divided on the same proportions as their contributions to capital, the law will presume that the profits or losses are to be shared equally. This is the rule, even though one partner may have had $10,000 invested in the firm and the other have had contributed only his skill and experience. Whether partners have contributed money equally or unequally, whether they are or are not on a par as regards skill, connection or character, whether they have or have not labored equally for the benefit of the firm, their shares in profits and losses will be considered as equal unless some agreement to the contrary can be shown to have been entered into.

DEATH OF WILLIAM C. PETERS.

William C. Peters, one of the ex-presidents of the Philadelphia Hardware Merchants' and Manufacturers' Association, died at his residence in Germantown, Pa., Sunday, January 15, in his seventy-first year. Mr. Peters was born in Philadelphia, August 7, 1834. He entered the Hardware house of Dilworth, Branson & Company when about 15 years old, and from that time to the date of his death maintained an unbroken connection with the business, which was carried on successively by Dilworth, Branson & Co., Vance & Landis Co. and James M. Vance & Co., as at present. Mr. Peters was given an interest by the firm of Vance, Landis & Co. in 1864 and was later taken into full partnership. At the death of James M. Vance, in 1888, he became senior partner, and for the last 35 years had the active management of the business. Last May he went to Europe for rest and recreation and was taken sick with typhoid fever in Rome, from which he never fully recovered. He was regaining his health and strength when stricken with pneumonia. Mr. Peters was a member of the National Guard during the late Civil War and was a member of Veteran Corps, N. G. Pa.

Mr. Peters was possessed of a disposition of the most affable and generous character; sympathetic to a fault, a just view could always be expected from him, and no man but would be benefitted socially by contact with a heart so open to honest conviction. He was one of the old time merchants and easily approachable. He was ruling Elder in the Mount Airy Presbyterian Church and was also superintendent of the Sunday School connected therewith.

A meeting of the members of the Hardware Merchants' and Manufacturers' Association of Philadelphia was held at its rooms on Tuesday afternoon, for the purpose of passing resolutions of condolence and sympathy with Mr. Peters' family. A committee consisting of Hugh McCaffrey, James H. Ritter and John R. Griffith was appointed for this purpose, with instructions to prepare a suitable memorial, which should be placed on the records of the association and a copy forwarded to the family.

MEMORIAL TO FAYETTE R. PLUMB.

At a meeting of the Executive Committee of the American Hardware Manufacturers, held at their rooms in Philadelphia, the following resolutions were adopted expressive of sorrow because of the death of Fayette R. Plumb and expressive also of sympathy with his family.

Resolutions.

WHEREAS, Divine Providence has removed from our counsels Fayette R. Plumb, the first President of this Association, whose services were so conspicuous in laying the broad foundations of principle upon which we were established, and who, for two years directed the affairs of the Association as its Chief Executive with such marked success, and who has since served us so well and continuously as a member of the Advisory Board, and

WHEREAS, His removal causes us to appreciate most keenly those traits of high moral and business character with which he was so munificently endowed by his Creator.

Now Therefore be it Resolved, That we, the Executive Committee of the American Hardware Manufacturers' Association, express our affectionate appreciation of his noble and useful character, his pleasant personality, his untiring zeal and indefatigable industry, his genial disposition and the personal affection felt for him by every member; our recognition in him of those broad and progressive qualities that contributed so largely to the growth and prosperity of the Association.

Resolved, That we give expression to a sense of the deep personal and official loss we feel and extend to the members of his bereaved family our sincere sympathy in the greater loss they have sustained.

Resolved, That these resolutions be entered upon the permanent records of the Association as testiomny of the high esteem and great affection of all members for our first President; and further that a copy of these resolutions be presented to his family as an expression of our sympathy for them in the great loss we mutually and severally have suffered.

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TALKS WITH RETAILERS

By AMOS

The average inventory of a Hardware store seldom fails to reveal a large quantity of odds and ends in stock, particularly where the stock includes housefurnishing goods, kitchen specialties, novelties and the like. While the writer does not advocate bargain sales in Hardware stores as a "steady diet" here is a legitimate opportunity for such a sale and one that should not be overlooked. Whether the goods are in season or not it is an opportunity for doing some good advertising and of drawing attention to the store.



The first thing to do is to get the goods out in sight, brush off the dust, arrange the small stuff as neatly as possible on tables or counters and with a liberal supply of hand printed cards. show the prices in plain figures. It isn't necessary to sell these goods way below cost, but it is better to get them off your hands at once with a small margin than to keep them on the shelves. Select a few of the most attractive bargains and put them in your windows; spend a little time and brain work on this window arrangement, just as the angler carefully fixes the bait to his hook. Your window is your bait—or part of it—and if it is full of unattractive goods it will be no more of a success as bait than a mangled minnow on the fish hook of the sportsman. Don't fail to use plainly printed price cards in the window—the price is, in this case, the thing to draw attention. Before you expose your windows to the public, get out your advertising. Of course the amount of money expended in exploiting this one sale must depend on the resources of the Hardwareman and must be decided by him. The line between rigid economy and extravagance in advertising is sometimes difficult to determine. Stingy advertising usually brings stingy results, and it is never wise to use all the advertising ammunition in the first shot. Quality usually counts more than quantity in advertising. The man with a bell-muzzled blunderbuss usually hits something, but his shots are seldom effective except at short range, while the sharpshooter, with half as much ammunition brings down his game half a mile away.

A bargain sale of this sort is of sufficient importance to warrant the use of a quarter or half page in weekly papers, or from twelve to twenty inches in daily papers. Let the heading of the ad. be forcible but don't lapse into chronic slaughter sale bombast. Start the ad. something like this:

"AFTER INVENTORY" SALE

We find on taking our inventory that we have on hand a large amount of "broken lots" of goods. We want to get them out of the way to make room for new stock, and in order to move the goods quickly we offer them at prices that are much below what you have always paid heretofore. Every article in this sale is just as it came from the factory. A few bargains are given below, you will find a lot more in our windows and still more inside the store. Everything marked in plain figures. Sale opens Tuesday, February 7th.

Follow this introduction with a half dozen or so of your best bargains, selecting where possible, articles the regular price of which is well known. Insist that the printer set the ad. in good style using a large black type for the headline, about "12 point old-style" for the introduction and smaller black type for the prices.

A few well printed circulars distributed around the town and among the farmers will produce good results. In this too, it is necessary to watch the printer, and insist that he use good display type, good ink and good paper.

Now that you have invited your friends to the "feast" be sure that the house is ready for the guests. The whole idea of the "After Inventory" sale is not merely the selling of the "broken lots." The main object is to attract attention, to get people acquainted with your Hardware store, to make them believe that it is *the* store. To do this it is not only necessary to get them inside the front doors, but when once they are in to treat them so well and show them such an up-to-date establishment that they will want to come again.

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Writing of special sales brings to mind one of novel design, recently held by the King Hardware Co., Atlanta, Ga. Just before Christmas, this firm arranged what they styled a "Musical Discount Sale." Their store was beautifully decorated for the occasion and a musical program arranged for. The sale was held in the evening from seven to ten and on all except contract goods a discount of ten per cent. was allowed. It was originally planned to have the sale one evening only, but it proved such a winning card that it was continued through the entire week. In a letter recently received, the King Hardware Company write that their sales for that week were 85 per cent. more than the corresponding week in 1903. A liberal amount of advertising space was used to acquaint the public with the event; three of these ads. are reproduced; the larger one occupied 18 inches of space, the others 12 inches each. These ads are, as will be seen on the "mystery" order, well calculated to excite inquiry and to bring people to the stores at the appointed time to solve the mystery to their own satisfaction.





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By the way, have you joined your State Hardware Association yet? There is no end of good to be derived from membership in these organizations and the conventions to be held during the

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next four months are bound to produce good things for the whole trade. When a lot of hard working, hard headed Hardwaremen get together, swap experiences and speak their minds freely, it means something doing. Competition may be the life of trade but co-operation is its salvation, and if the nearly thirty thousand Hardware dealers in this land of the free ever get completely organized it will come very near being the millenium in the Hardware business.

✦ ✦ ✦

In a Western Hardware store there was shown recently a card on which the following was plainly printed:

"There is so much bad in the best of us,
And so much good in the worst of us,
That it hardly behooves any of us
To talk ill of the rest of us."

✦ ✦ ✦

Germany is coming to the front for honest advertising, and it would be a blessing indeed to the truthful merchant in this country if laws could be passed here on lines similar to those recently recommended by the Chemnitz Chamber of Commerce, who have requested the following legislation:

1. A closing-out sale may be announced only in case of the dissolution of partnership or the final clearing out of a special line of goods.

2. An increase in stock by purchase or otherwise in the course of a closing-out sale shall be prohibited. The seller shall be compelled to sell his goods at the announced price to any and every person who offers to buy.

3. Bankruptcy sales may be conducted alone by the receiver, and not through a third party, and no third party may designate goods for bankruptcy sales. It is desirable that the time during which bankruptcy sales may continue shall be fixed by law with due regard to the requirements in different lines of business.

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An Exchange says: Some people in business try to find an excuse for slack trade; others try to discover a remedy—and usually succeed.

The foolish dealer says: "If I had more business I would advertise." The wise dealer says: "I will advertise to get more business, and getting more will advertise more."

Advertising is the mother of success. Many repositories that yield a living without advertising would yield more than a living if advertised.

Where there is advertising there is business. The dealer who wants to keep at the head must prove his right to do so by judicious and continuous advertising.

✦ ✦ ✦

An English Commercial Traveller who sold teas, making a trip in a new territory recently, was told by one grocer on whom he called, that he, (the grocer) had bought his teas for years from a certain wholesale firm who always sent him on Christmas a "keg of oysters and a Christmas cake." The drummer, however, induced the grocer to look over his samples and on being asked the price said "Well, with oysters and cake at Christmas this tea will cost you fifteen pence the pound, but without, you may have it at a shilling." If the dear public ever wakes up to the fact that their "oysters and cake for Christmas" that they receive in the form of trading stamps, means an extra cost to them, this very unreliable system of advertising will soon fall into an "innocous desuetude." If on the other hand the merchant takes the cost of the stamps out of his own pocket he may find himself in a position like that of a certain Hardwareman, who gave his trading stamp experience as follows: "During the first week, while I was giving double stamps, I took in over $60 more than the average, and was consequently pleased. The second week I gave single stamps, and the business dropped off $20, with a similar drop in each of the two weeks following, until receipts were normal. As I took the same newspaper space throughout the month, and kept prices down to my usual figures, I am unable to account for the slump. One thing I do know, and that is that there'll be no more stamps given out here after my contract with the company expires. Why—"and here he warmed up"—it has cost me the stamps and an extra man, and I am getting no more business."

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The *Ironmonger* (London) gives Hardwaremen some good suggestions concerning the treatment of Drummers:

(1) Know exactly what you want, and how much of it. (2) Don't be talked into forward buying when prices are at all high. (3) Buy your sundries on one good house, and thereby dispense with the calls of several men. (4) Dont' keept a traveller waiting half an hour to see you. Remember that his time may be more valuable than your own. (5) Give him the credit for honestly believing what he tells you, and if he ever deceives you give him a wide berth in future. (6) Give every man a courteous hearing. Courtesy costs nothing, and it oils the wheels. (7) Keep your eye on novelties; you cannot afford to despise them any more than you can afford to stock every new thing. (8) Avoid all conversation not bearing directly on the point at issue, and let your "yes" or "no" have the dictionary meaning. These simple "rules of conduct," if generally acted on, would undoubtedly improve the relationship between seller and buyer and make the lot of the commercial traveller much happier than it is at present.

✦ ✦ ✦

Advertising copy is like talking over a long distance 'phone; it costs money, and you can't see the other fellow, so every word has got to count. A bullet is useless without powder behind it. Advertising is the commercial powder that successfully lands merchandise where it will do the most good. Demand and distribution make a team you can't beat. If substitution is the bane of advertising, distribution is the remedy that hasn't failed yet.

THE COBBLER'S KIT.

In many Hardware stores of farming regions, and, also, in a few Hardware stores in metropolitan districts, there may be often seen a kit of cobbling tools, commonly labelled "The Economy Cobbler," of "The Home Shoe Repairer." It usually consists of three size lasts, a flat face hammer, two or three awls, a shoemaker's knife and a couple of boxes of assorted tacks and nails, and it retails from 75 cents upwards. It is usually considered a pretty good investment, both by the purchaser and by the retailer.

This cobbler's kit is one of the little details of the progress of industrial economy of which there is a very interesting story. Its history runs back into the dark ages. On the walls of ancient Thebes there is a painting, believed to have been done at about the time of the Exodus, showing cobblers at work, and they had tools much like those of the cobbler's kit of to-day, including the lasts, the knife, the flat face hammer, though in crude form. A traveller, who made a recent journey to the Holy Land in recent years, said that he saw much the same kit of tools in use in the shoe bazars there.

This ancient part of the world has not progressed much, but in this country achievements have been wonderful, and have effected even the little details of human affairs that make such a humble outfit as the cobbler's kit of value.

The Mayflower brought to this country on her second voyage in 1629, a shoemaker, Thomas Beard, who brought with him a kit of cobbler's tools and leather. He was regarded as such a valuable man to the country that he was given an extensive grant of land, and board and lodging at the expense of the Plymouth company. He was the first shoemaker to settle in America. For a century and more Beard and his successors worked with their crude tools, which were much like those of the cobbler's kit of to-day. The cobblers used to tramp around among the farmers, stopping here and there to mend shoes for the farmers' families, just as umbrella men travel about to-day. Next the farmers themselves began to make shoes, and it is not an uncommon sight to-day to see upon farms a little "ten footer," or shoe shop ten feet square. In these tiny factories the farmers and their sons, of the farm hands, made shoes upon stormy and winter days, using the same hand tools.

Along at the time of the Civil War the big machinery laden factories began to spring up in big shoe making cities, and they took from the farmers their occupation of shoemaking. But the art of cobbling still remained with the farmers. Their shoes wore out, perhaps a little more quickly than those of the city man, and there being no cobbler nearer than town, the farmers formed the habit of mending their own footwear. Home repairing is cheaper than hiring a cobbler, and, besides it saves a journey to town.

With their cobbler's kits some Hardware men, and general stores, offer cut soles, or soles are cut out ready to be nailed onto the shoe and then trimmed down. So practically all that the farmer has to do is to drive the shoe nails and put on the finishing touches. The farmer is naturally a jack of all trades and can do a pretty fair job at cobbling.

Hence the call for cobbling kits in farming regions, especially in the West. In metropolitan districts there is a fair trade in these kits, especially in shoe making districts, where men are skilled in making and repairing footwear, and also in sections where thrifty foreigners have settled down and are not above patching their own shoes.

F. A. G.

Commended.

"Mr. Bliggins says he is a self-made man."

"That is one good trait about Mr. Bliggins," answered Miss Cayenne, "when he is to blame, he owns up to it."—*Washington Star.*

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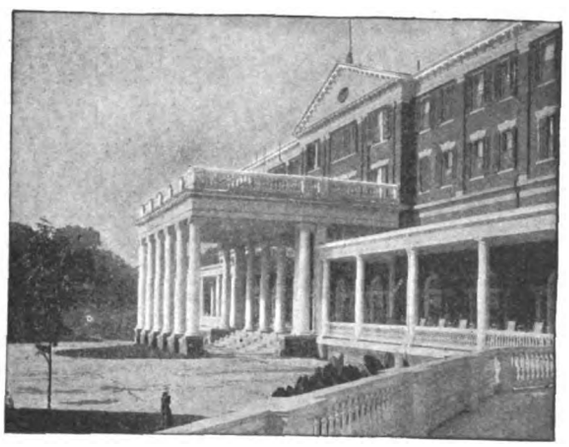
THE COMING HOT SPRINGS CONVENTION.

The committee in charge of selecting a location for this year's convention of the Southern Hardware Jobbers Association and the American Hardware Manufacturers' Association deserve to be congratulated on the selection they have made. In taking the convention to the Virginia Hot Springs they are introducing the members of the two associations to what is to many of them, a new resort, but at the same time one that is of national reputation for its beauty and its health producing air. Virginia Hot



THE HOMESTEAD.

Springs is charmingly situated in the great Hot Spring Valley of Virginia at an elevation of 2,500 feet above the sea level with surrounding mountains rising 1,500 feet high. The reputation of this place as a health resort extends over more than a century during which time it has been visited at all seasons of the year by thousands of those seeking health and pleasure. The climate throughout the whole year is incomparable, the scenery picturesque, and the mountains are clad with verdure to the very top. The summers here are much cooler than at many of the popular seaside resorts, so that while the convention is being held in what is usually an exceedingly warm month in the South, those who visit the Southern convention in June may rest assured that they will not suffer from the heat.



ENTRANCE TO HOTEL.

The hotel chosen for the headquarters of the convention "The Homestead," is an imposing brick structure completed in September, 1902, and capable of accommodating over 700 guests. The style of architecture is colonial, novel and agreeable in its adop-



THE BATH HOUSE.

tion. The interior is a model of convenience, neatness and comfort. The lobby is 150 feet long, 60 feet wide and 20 feet high. At night, when brilliantly illuminated and thronged with guests, it presents a scene of striking beauty. The Homestead has 400 bedrooms—each supplied with a long distance telephone—and 200 private baths. The building is divided into several compartments by fire-walls extending through to the slate roof, with automatic fire-doors in the corridors, after the manner of great ocean liners. The sanitary arrangements are perfect; the cuisine commands unqualified praise. In a word, the hotel is modern in the strictest sense and is conducted on the broadest lines.

For those preferring more privacy than the hotel affords, there are a dozen attractive cottages, pleasantly and conveniently located, within the grounds.

The Casino has been converted into a most attractive Golf Club House, containing lounging rooms, cafe, squash court, ping-pong tables, etc. The golf course extends over 6,000 yards and covers a great variety of play. Other pastimes include tennis, cycling, billiards, pool, etc. An orchestra plays daily at the golf club, the pleasure pool and the ball room.

A thoroughly equipped livery, provided with well-trained saddle horses, is maintained, and the thirteen miles of boulevard in the vicinity, together with a number of mountain roads, are especially attractive to those fond of riding or driving; while for pedestrians the numerous paths through the mountain forests have an endless charm, and mountain climbing is a favorite pastime.

The following special rates have been secured for the period of the convention, June 6-7-8-9, 1905:

NEW HOMESTEAD HOTEL AND COTTAGES. Official Headquarters both Associations.

Single Room, American Plan, without bath, two in room, $3.50 per day each.

Single Room, American Plan, without bath, one in room, $4.00 per day.

Single Room, American Plan, with bath, two in room, $4.50 per day each.

Single Room, American Plan, with bath, one in room, $6.00 per day.

HOTEL ALPHIN. (Within five minutes walk of the New Homestead.)

Single Room, American Plan, without bath, $2.50 per day each.

Single Room, American Plan, with bath, $3.50 per day each.

Engagements of room will be made in the order in which they are received, and every possible effort will be made to give everybody satisfactory service. All reservations to be made direct with the hotels.

LLOYD'S, AND WHAT IT MEANS.

Like most great and enduring enterprises Lloyd's had a small beginning. It is now to the world of shipping and marine insurance what the house of Rothschild is to the banking world.

Lloyd's dates from the latter part of the reign of Queen Elizabeth, and had its origin in a small coffee house in Tower Street, kept by Edward Lloyd. He was an enterprising man, and through his business contact with seafaring men and merchants enlisted in foreign trade foresaw the importance of improving shipping and the method of marine insurance. He was the founder of the system of maritime and commercial intelligence which has been developed into its present effectiveness. Before the time of Edward Lloyd maritime insurance in England was conducted by the Lombards, some Italians, who founded Lombard Street, but after Lloyd embarked in the business Britons conducted marine insurance in London.

The subjects of marine insurance are the ship, the cargo and the freight, all of which may belong to different parties. In time of war there is what is termed the maritime risk—danger from accident, collision and stranding—which is distinctly separate from the risk of capture and seizure by an enemy. This class of marine insurance had its inception in the conditions arising during the seven-year French-English war of 1757 to 1763.

Lloyd's moved to Pope's Head Alley in 1770, and in 1774, removed to the present quarters in the Royal Exchange. In 1871 Lloyd's was incorporated by Act of Parliament. This Act defined the objects of the society to be: (1) The carrying on of the business of marine insurance by members of the society; (2) the protection of the interests of members of the society in respect of shipping, cargoes and freights; (3) the collection, publication and diffusion of intelligence and information with respect to shipping.

The corporation of Lloyd's and the committee of Lloyd's, who are the executive body of the corporation, and the secretary of Lloyd's have practically nothing to do with marine insurance in the way of taking risks and paying losses. Their duty in this respect is to afford marine insurance brokers who wish to effect insurance a place of meeting with those who undertake the risks.

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NORTH DAKOTA RETAIL HARDWARE ASSOCIATION.

The North Dakota Retail Hardware Association will hold its annual meeting in Fargo on the first, second and third of February, at the rooms of the Fargo Commercial Club, which have been kindly tendered to the association for the purpose. Hotel Metropole has been assigned as headquarters. The railroads will grant special rates to and from all points in Minnesota as well as North Dakota, and already a great many from the East have secured accommodations with a view to being present. From the number of responses already received from the dealers throughout the State they anticipate one of the largest meetings they have ever held. The following is the outline of the programme.

PROGRAMME.

Wednesday, February 1, 1905.

MORNING SESSION—10:30 A. M.

Meeting of the Executive Committee.

AFTERNOON SESSION—2:00 P. M.

Convention called to order by the President.
Opening Prayer, Rev. Dickinson, Fargo.
Address of Welcome, Mayor A. L. Wall.
Response for the Association, H. B. Allen, Jamestown.
Enrollment of New Members.
Payment of Dues.
Collection of Railroad Certificates.
Address: "The Science of Salesmanship." A. F. Sheldon, Founder and President of the Sheldon School of Scientific Salesmanship, Chicago

The remainder of this session will be in charge of the travelling men: Frank M. Wolfe (representing the Plumbing & Steam Fitting Supply Co., Minneapolis) in the chair.

The reason for setting aside a portion of this session to the travelling men is to permit a free discussion of such topics as may occur to them of mutual interest.

Note.—The Question Box to be found in Convention Hall is placed there for the express purpose of depositing questions in it on topics that will be of interest to take up in the association. It is the earnest desire of the officers of this association that it be freely used by those in attendance. The discussion of these topics will be taken up at various intervals during the different sessions.

Thursday, February 2, 1905.

The entire day is to be designated as Jobbers and Manufacturers' Day, and both sessions will be occupied by them in addresses, Reading of Papers and General Discussion.

MORNING SESSION—9:30 A. M.

Enrollment of New Members.
Payment of Dues.
Appointment of Committees.
Paper: "Heating and Ventilating." O. M. Roberts (Roberts Heating & Ventilating Co.), Minneapolis, Minn.
Address: "Credits." F. J. Hopkins, Manager Credit Department, Janney-Semple-Hill & Co., Minneapolis, Minn.
Address: "The Evolution of the Stove Business." G. L. Nye (Proprietor Minnesota Stove Co.), Shakopee, Minneapolis, Minn.

AFTERNOON SESSION—2:00 P. M.

Address: Platt W. Lyon (Janney-Semple-Hill & Co.), Minneapolis, Minn.
Address: W. B. How (Kelley, How, Thomson Co.), Duluth, Minn.
Address: T. G. Walther (Hackett, Walther, Gates Hardware Co.), St. Paul, Minn.
Address: H. D. Final (Marshall-Wells Hardware Co.), Duluth, Minn.
Address: R. A. Kirk (Farwell, Ozmun, Kirk & Co.), St. Paul, Minn.
Discussion of Question Box Topics.

Friday, February 3, 1905.

Both sessions this day for members only.

MORNING SESSION—9:30 A. M.

Enrollment of New Members.
Paper: "The Modern Tinshop." E. L. Garden (Garden Co.), Souris, N. D.
Address: H. J. Hellekson, Fairmount, N. D.
Paper: "Catalogue House Competition," R. L. Scott, Jamestown, N. D.
Paper: "Wealth in Money," M. G. Evenson, Cooperstown, N. D.

AFTERNOON SESSION—2:00 P. M.

Annual Report of President.
Annual Report of the Secretary.
Annual Report of the Treasurer.
Report of H. F. Strehlow, Casselton, Delegate to the National Retail Hardware Dealers' Convention, Indianapolis, Ind., March, 1904.
Discussion of Question Box Topics.
Reports of Committees.
Election of Officers.
Adjournment.

Note.—At close of this session there will be a short meeting of the Executive Committee.

THE WISCONSIN RETAIL HARDWARE ASSOCIATION.

The ninth annual meeting of the Wisconsin Retail Hardware Association will be held at Milwaukee, February 1st and 2d, and from every indication will be a fine one, as the association, during the past six months, the Secretary reports, has done more and better work than any period since its organization. Special rates will be given by the railroads on the certificate plan and every member will be provided with an identification tag, a badge and a ticket of admission. The following programme will be followed:

Wednesday, February 1, 1905.

Payment of Dues.
Meeting of Executive Committee.

Payment of Dues.
President's Address.
Report of Secretary-Treasurer.
Question Box.
Address: Science of Salesmanship, A. F. Sheldon, Chicago.

ANNOUNCEMENT OF COMMITTEES.

Transportation.
Auditing.
Question Box.
Press.
Resolutions.
Legislation.

REMARKS BY VISITING DELEGATES.

From National Association.
From Other States.
From Other Organizations.
Insurance Talk.
Adjournment.

Thursday, February 2, 1905.

Payment of Dues.
Stereopticon Lecture by Mr. Watrous, Secretary of Citizens' League.
Paper by H. F. Krueger. Profit of Side Lines.
Question Box.
Paper. Benefits of Local Associations. Andrew Esser, Hartford.
Report of Delegates to National Association.
Paper. A Few Things that Will Help the Retailer. James Watson, Marinette.

Payment of Dues.
Address. R. R. Williams of New York, Editor of *The Iron Age*.
Question Box.
Report of Secretary's Visit to Michigan Association.
Election of Delegates to National Association.
Election of Officers.
Reports of Committees.
Unfinished Business.
Adjournment.
Meeting of New Executive Committee.

THE IOWA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Iowa Hardware Dealers' Association have prepared a programme for the annual meeting which will be found of a more interesting character than usual. The meeting will be held at the Commercial Exchange Hall, Des Moines, on February 8th, 9th and 10th, and it promises to surpass any previous meeting in the points of interest prepared by its officers. The following is the

PROGRAMME.

WEDNESDAY MORNING SESSION—9:00 A. M.

Meeting Directors.

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10:30 A. M.

Opening Session of the Association at Commercial Exchange Hall.
Enrollment of Members.
Payment of Dues.
Announcement of Committees.
Question Box.

THURSDAY MORNING SESSION—9:00 A. M.

Executive Session.
Address, "Catalog House Question," S. Norvell, St. Louis, Chairman Wholesale and Retail Joint Committee.

THURSDAY AFTERNOON SESSION—2:00 P. M.

Address by State Auditor B. F. Carroll, "Mutual Insurance."
Address on Mutual Hardware Insurance, C. F. Ladner, President Minnesota Hardware Mutual Insurance Association.
Report of Insurance Association, Secretary A. R. Sale.
Paper, "Some Suggestions as to How a Retail Hardware Dealer May Increase His Business and Profits," F. H. Luthe, Des Moines.
Address by Secretary M. L. Corey, of the National Retail Hardware Dealers' Association.
Question Box.

WEDNESDAY AFTERNOON SESSION—2:00 P. M.

Invocation, Rev. A. M. Haggard, A. M., of Drake University.
President's Address.
Report of Secretary-Treasurer.
Paper, "Why I Am a Member of the Iowa Retail Hardware Dealers' Association," B. A. Hand, Ottumwa.
Discussion, "Can the Services of the Traveling Salesman Be Dispensed With, to the Mutual Advantage of the Buyer and Seller?" Led by E. H. Norris, Cedar Rapids; A. J. Collins, Des Moines; C. F. Schmidt, Marshalltown.

FRIDAY MORNING SESSION.

Reports of Committee.
Enrollment of Members.
Paper, "Hints for Stock Taking," L. Lindenberg, Dubuque.
Paper, "Some of the Important Problems of the Retail Trade, Other Than Catalog House Competition," J. H. Petty, Elliott.
Question Box.
Election of Officers.

To this programme is attached a number of questions that will undoubtedly be debated and discussed by the assembled delegates, which have usually been left to the haphazard possibilities of the Question Box. The present style is an advance in its interest, for the members, getting these questions several weeks in advance can prepare themselves somewhat to enter in the discussions of those that possess sufficient interest for the individual in which case he will be apt to have something to say, and will say it when the question comes up.

ILLINOIS RETAIL HARDWARE DEALERS' ASSOCIATION.

An exceedingly interesting programme has been prepared for the eighth annual meeting of the Illinois Retail Hardware Dealers' Association, which is to be held at Peoria on February 14th, 15th and 16th. This programme is as follows:

TUESDAY MORNING SESSION—10:00 A. M.

Meeting of Committees.
Executive Committee at Hotel Lud.

TUESDAY AFTERNOON SESSION—2:00 P. M.

Convention called to order by President C. H. Williams.
Address of Welcome, Mayor E. N. Williams.
Response, Charles H. Williams.
Roll Call.
Appointment of Committees.
Question Box in charge of Frank L. McKinney, Rockford. If possible send in questions before Convention.
Reception of New Members.

WEDNESDAY MORNING SESSION—9:30 A. M.

President's Annual Address.
Secretary's Annual Report.
Treasurer's Annual Report.
Committee Reports.
Discussion.
Reception of New Members.

WEDNESDAY AFTERNOON SESSION—2:00 P. M.

Paper, "The Association and Its Benefits," H. C. Cormick, Centralia.
Paper, "Plumbing in Connection with the Hardware Business," L. D. Ray, Belvidere.
Paper, "The Hardware Store, Past, Present and Future," Grant W. Porter, Chicago.
Address, "The Work of the National Association," President W. P. Bogardus, Mt. Vernon, Ohio.
Question Box, Frank L. McKinney.
Payment of Dues.

THURSDAY MORNING SESSION—9:30 A. M.

Paper, "Work and Be Square," F. J. Mathews, Mt. Vernon.
Discussion.
Paper, "Steel Range," S. S. Woodward, Carlinville.
Discussion.
Question Box.

THURSDAY AFTERNOON SESSION—2:00 P. M.

Address, E. F. Baldwin of the Peoria Star Company.
Reports of Committees.
Election of Officers.

THE OHIO CONVENTION.

The following is from Frank A. Bare, Corresponding Secretary of the Ohio Hardware Association:

The Hardware men of to-day find themselves confronted by many serious problems. They realize that these questions can never be for the united action necessary to success.

The National Association has grown to be an influential body of the highest order. The Ohio dealers appreciate this fact. The secretary recently mailed to all Hardware dealers in the State blanks asking for questions for the Question Box. Every mail brings responses to this request. The number and the character of these questions proves that the Ohio dealer is aware of the fact that he may profit by the experiences of his fellow dealers through discussion in the conventions. President Baker has given great care and thought to the selection of a committee of capable men, who will have charge of the Question Box.

Our next convention will be an educational one. S. Norvell who has been so prominently before retail Hardware dealers during the last year will give an address on the "Brands of Experience." A. F. Sheldon, of Chicago, will deliver his inspiring lecture on "Scientific Salesmanship." W. P. Bogardus, President and M. L. Corey, Secretary of the National Association, will be with us during the entire session and in a number of informal talks will tell us something of the great things the National Association is doing. The gentlemen are both forceful entertaining speakers and are rich in their experience gathered in attending all Hardware associations in the United States. We are making an effort to secure other noted speakers.

The entertainment feature has not been overlooked. The Dayton committee has some good things in store. The National Cash Register people, famous for doing things just right will entertain us one evening.

Applications for membership are coming in every day. The increased interest in association work is indicated by the large number of both old and new members who are planning to attend this convention, and we predict that the coming session will be one of the greatest interest and profit to the Hardware dealers of Ohio. Headquarters will be at the Algonquin Hotel, February 28th, March 1 and 2.

LARGEST CUT GLASS VASE.

The largest piece of cut glass in the world, a vase as tall as a man and as brilliant in every part as the finest small piece, has just been completed in Philadelphia, and exhibited at the St. Louis Exposition.

The vase is five feet, six and three-quarter inches in height, and every inch of it is perfectly worked in sunbursts, chrysanthemums and beaded and notched effects that shed prismatic rays of brilliance and luster. The sunbursts on the star are too large to be designated by that usual cut glass term, so they have been given a new name, the Louisiana Purchase star.

In all there are 100,000 cuts or deep incisions on the vase, which required turning it 200,000 times. The vase weighs 360 pounds. It was produced by nine men, who spent 2,000 working hours on it. The man who made the blank is six feet seven inches tall. A shorter man could not have handled the great piece of glass. Twenty blanks were turned out before a perfect one was produced.

The remarkable brilliancy of the vase is caused by the fusing in the glass of 10 per cent. more lead than is ordinarily used. The vase is several times larger than the previous greatest piece of cut glass, completely dwarfing it.

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RECENT TRADE PUBLICATIONS.

THE HART MANUFACTURING CO., Greenville, Ohio, are the manufacturers of high grade Screen Doors, Window Screens and Window Screen Frames, exploiting which they have sent us their 1905 pamphlet catalogue. In this book they present three new patterns of doors, Nos. 35, 42 and 192. The No. 35 has a three inch stile, 1⅛ inch thick, four inch spindle, furnished in the natural wood, with two coats of varnish. No. 42 has a four inch stile, ⅞ inch thick, four inch spindles, furnished same as No. 35. No. 192 is a High Standard door 1⅓ by 4½ inch stile, 9 inch bottom; superior grade of work made in their order department, being sanded and smoothed after assembling, raised oval moulding with mitered corners, covers edge of wire cloth. Made of yellow pine, natural finish. The three doors above mentioned are their 1905 patterns and are showing in their catalogue in addition to their regular line. Their regular doors are all made of yellow pine; special doors of plain and quarter sawed oak. Every joint is mortised and well glued, making it impossible to sag or get out of line. Flush headed moulding over wire cloth is used, with opposite side beaded to correspond, except High Standard, which has raised moulding. Their High Standard Doors are made from selected material. A copy of their catalogue will be forwarded upon request.

THE SEIDEL MANUFACTURING CO., 811 Chemical Building, St. Louis, Mo., with factory at Morris, Ill., have sent us a copy of their latest catalogue embracing their extensive line of Sash Pulleys. This is a revised edition, and since the issue of their previous catalogues, they have added special sheaves and pulleys not heretofore illustrated. Their pulleys embody all the essential features of properly constructed sash pulleys. They are of standard sizes, easily applied, and on account of the housing feature, the cord, ribbon or chain cannot run off the wheel or get fast in any manner. All of their products are carefully inspected before shipment, and they guarantee their pulleys in every respect, and will replace defective goods if notified before same are returned to them. The trade of the Seidel Mfg. Co. is principally in the Central, Southern and Western States. They have representatives in San Francisco, Seattle, Denver and they cover the South from their St. Louis office. They state their enormous increase in business is due to their making a wide line of Sash Pulleys, etc., mechanically correct, and their special hood feature is appreciated and preferred by the trade. The above mentioned catalogue is high grade in every respect, and gives illustrations, descriptions and list prices. It is of envelope size, in pamphlet form. Send for a copy.

THE ARCADE MANUFACTURING CO., Freeport, Ill., manufacturers of Family Coffee Mills, Light Hardware Specialties, Household Novelties, Wood and Iron Toys, etc., are the authors of a large pamphlet catalogue of 202 pages. Among their extensive line of Coffee Grinders, the most popular are the Crystal, Jewel, Bell, King, Crescent and Monarch. A specialty made by the Arcade people is their Jewel Cake Turner which they claim to be indestructible, made entirely of steel and weighs less than any other cake turner, the flat serpentine handle giving the user a fine grip. Their No. 10 Spice Cabinet is also a popular specialty. It is a strong, well-made cabinet having six large drawers well fitted and neatly labeled; iron drawer pull finished in black enamel. The cabinet will keep the spices free from dust and retain their strength. The above firm are the manufacturers of the Champion Cork Puller and Re-corker, which is neat, strong, compact, reliable and fully warranted; a quick, sure puller; a safe and effective re-corker; it stands the work. Circulars exploiting any of the above mentioned specialties may be had, also their catalogue, upon request.

THE NATIONAL SEWING MACHINE CO., Belvidere, Ill., have issued an envelope size pamphlet booklet exploiting their new machine, the "Redgeton." The book is decidedly high grade, testifying to the quality of the article it represents. They state: "We have been in the business a goodly number of years, have built any number of sewing machines, good ones, you understand, —and the Redgeton is our latest effort—just a little better than all others, is this new machine—and we back up every one with this statement." The head of this machine incorporates three essential virtues: simplicity, strength and durability, and with its roller bearing stand, they claim it to be absolutely noiseless. The complete set of attachments includes ruffler, tucker, binder, braider foot, shirring slide plate, four hemmers of assorted widths, quilter, thread cutter, foot hemmer and feller. The accessories supplied include: twelve needles, six bobbins, oil can filled with oil, large and small screw drivers, sewing guide, certificate of warranty valid for five years, and an elaborately illustrated instruction book. A handsome folder is included with their new catalogue. Send for their "Redgeton" literature.

LOVELL MANUFACTURING CO., Erie, Pa., have issued an illustrated catalogue of Anchor Brand Clothes Wringers, rubber rolls, mangles, etc. They state that in submitting this catalogue they desire to assure the trade that it is their purpose to maintain the recognized high standard of Anchor Brand Clothes Wringers. This will be done by continuing the use of only the best materials, the adoption of commendable improvements and labor saving devices, and the employment of best mechanical skill to the end that these goods may continue to be recognized as "The Best on Earth." Their high grade five and three year warranted wringers bear the Anchor Brand trade mark, and they guarantee their quality by attaching a warranty tag to each wringer. In case any part should wear out or prove defective within the warranty period, the necessary repairs will be promptly furnished by them, free of charge. Their catalogue is high grade throughout and finely illustrates and describes their entire line of wringers. Write at once for a copy if the subject interests you.

THE WILKINSON SHEAR & CUTLERY CO., Reading, Pa., are the authors of a new catalogue having a cover of dainty appearance, being all white with gilt lettering. It is denominated as their Cutlery Catalogue No. 9, and embraces their line of butchers' and kitchen cutlery, sharpening steels, spatulas, hunting knives, putty knives, scrapers, sheep shears, grass shears, hedge shears, grass hooks, horse shears, etc. About ten years ago they commenced to make butcher and kitchen knives by exact, scientific and uniform methods. By an unbroken line of succession they are the inheritors of an experience of more than two hundred years in the manufacture of sheep shears, and they were convinced that the methods they employed so successfully for a number of years in making sheep shears of the highest excellence, could be applied with equally good results in the manufacture of butcher and kitchen knives. They state "Our production of knives was small at first and was marketed in a limited local field, but the goods scored an immediate and remarkable success." They use their own secret process of tempering, which process, they claim, has earned for their sheep shears the reputation of being the best in the world. Very much valuable information on this particular subject may be obtained from their catalogue which the company will be glad to send upon request.

THE WILLIAM BAYLEY CO., Springfield, Ohio, successors to The Rogers Iron Company, have sent us a copy of catalogue No. 28 covering "Entranceways and Gates," of their manufacture. This catalogue is intended principally as an "Idea Book." It pictures a variety of gates, etc., reduced to small scale. Photographs of any particular one will be forwarded promptly, also larger pictures showing more detail than it is possible to give in a limited space. They request the privilege of submitting estimates on stairways, plain and ornamental window gratings, shutters and guards; joist hangers and anchors, bridge railing, bank and office railing, elevator work, prismatic tile and other sidewalk work, sanitary stable fixtures, fire-escapes, skylights, roof construction of all kinds, cast iron building material, steel construction, and all other items of metal, large or small that may be needed in the erection of any type of building. The above is one of a number of catalogues issued by this firm. The others are: No. 7, Builders' Iron; No. 17, Bolted Rail Fences; No. 25, Fences and Posts; and No. 26, Wire Work, any of which will be mailed to interested parties. Other printed matter of artistic nature is printed at intervals. Tell them what you want and they will send information on the subject. Some interesting bulletins are as follows: No. 40, Settees; No. 41, A Few Fence Designs; No. 42, Stable Fixtures; No. 44, Bridge Railings. These bulletins are brief and to the point. Each contains some good reading and now and then a picture of merit.

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NEW GOODS AND SPECIALTIES.

STEVENS' LITTLE KRAG TELESCOPE.

J. Stevens Arms & Tool Company, Chicopee Falls, Mass., is offering the telescope shown in Fig. 1, which is especially designed for the Little Krag single shot rifle, but can be fitted to other rifles, especially the magazine rifles that eject the shells from the top. The telescope is mounted forward of the receiver and has several inches eye relief. It is referred to as being very strong, and with the relief it has gives a very large field with a bright illumination. In Figs. 2 and 3 is shown the new Ideal detachable mount. The dovetail blocks are screwed firmly on the top of the barrel, one for the rear mount and one for the forward one, and are held in place by thumb screws. The mounts and telescope come off together. The blocks remain on the rifle and do not interfere with the use of the ordinary sights. After sighting the telescope can be taken off and put on repeatedly with perfect accuracy, it is remarked, and in a few seconds. Screw holes in the dovetail slot coincide with the old Ideal mounts.



FIG. 1.—STEVENS' LITTLE KRAG TELESCOPE.



FIG. 2.—DETAIL OF DETACHABLE MOUNTS.

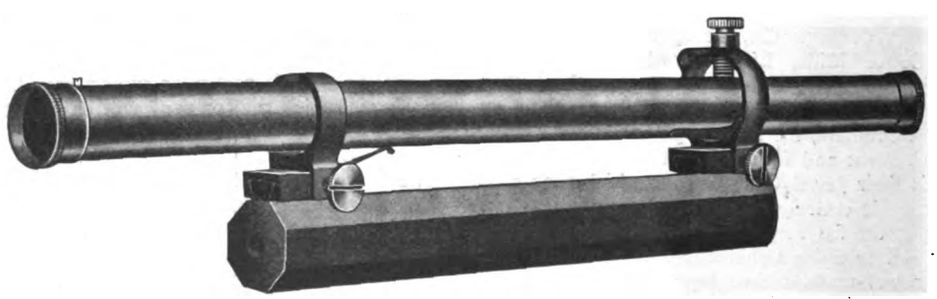
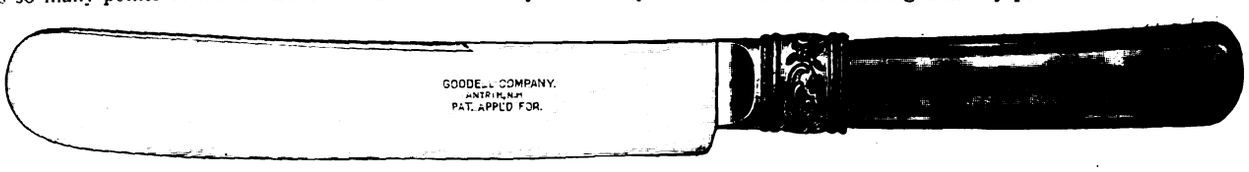


FIG. 3.—IDEAL DETACHABLE MOUNTS.

GLASS HANDLED CUTLERY.

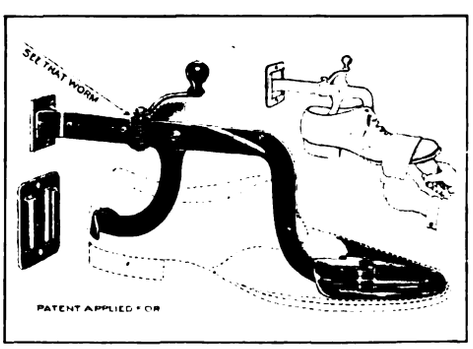
The Goodell Company, Antrim, N. H., are placing on the market a line of Glass Handled Table Knives and Forks which possess so many points of merit that it would seem that they would meet with a very ready sale. These handles are called Vitricene, and are made in either plain or fancy shapes. In either style they are very beautiful, and being made of a high grade of glass that has been put through a process in the Goodell factory, which renders them especially strong, with reasonable care, they will last indefinitely. It is claimed that these handles will not shrink from the ferrule or fade or change color; that they have no cement about them, and are absolutely proof against injury due to change of temperature.



GLASS HANDLED CUTLERY.

"SMART SET" SHOE HOLDER.

During the past two or three years a large number of articles in the Hardware trade that have heretofore been made of castings have been placed on the market made of pressed steel. In practically every case the pressed steel article has been found far superior to its cast competitor. The Kinsey-Burt Company, 136 Liberty Street, New York, are introducing the Smart Set Shoe Holder, which is made of pressed steel, handsomely nickel plated. Owing to its construction, it is claimed that it is impossible to break the holder and further that it is as rigid as though made of cast metal. The worm adjustment makes it possible to hold the shoe rigid in any position desired. The shoe tree is conformable to any size or shape of shoe and when used as a shoe tree it automatically presses out the creases of the shoe restoring it to its original shape. This article ought to prove a valuable addition to the Hardwareman's stock.

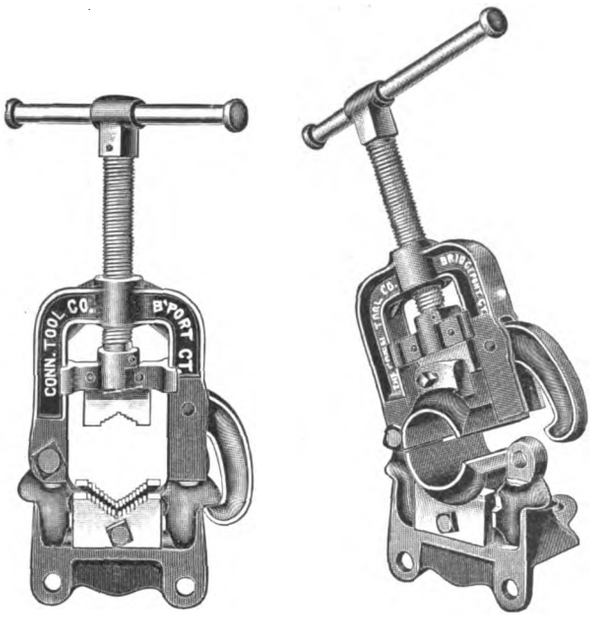


"SMART SET" SHOE HOLDER.

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REVERSIBLE HINGED PIPE VISE.

The Connecticut Tool Co., Bridgeport, Conn., are the manufacturers of the hinged pipe vise shown in the accompanying illustrations, which contains the important feature of being reversible so that it will open either at the right or left side, which is accomplished by reversing the top. When in use the jaws, which



REVERSIBLE FEATURE. BRASS OR NICKEL PIPE JAWS.

REVERSIBLE HINGED PIPE VISE.

are self locking, are held in place by means of a latch. The vise is made of malleable iron, with jaws of crucible steel, milled and tempered, which can be resharpened. The screws are made of machinery steel. The tool is made in two sizes: 1A, taking pipe ⅛ to 1½ inches; 2A, from ½ to 4½ inches. The 1A vise may be quickly fitted with jaws for holding brass or nickel pipe from ⅝ to 2 inches in diameter, as shown in the cut to the right, and these jaws will not mar the pipe.

GATE CITY FILTERS.

It is claimed for the Gate City Natural Stone Water Filter that the reason for its efficiency is found in the disc of natural porous stone which is its filtering medium and which is said to arrest all impurities of any kind on its surface from which its accumulations can be easily removed by the user without taking

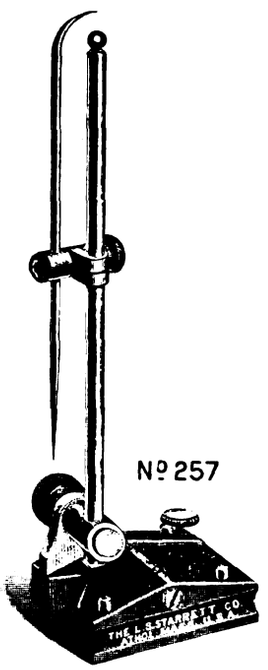


GATE CITY NATURAL STONE WATER FILTER.

the filter apart. The stone used in these filters is mined by the manufacturers from their Gate City Natural Stone Mine. In operation the water drips through this stone and is made pure by this act of filtration. The Gate City Filter is used by over 250,000 people and can be found in many hospitals, colleges and public buildings throughout the United States. It is manufactured by the Gate City Filter Company, 15 East 14th Street, New York, in all sizes from two and a half gallons to seventeen gallons capacity. We illustrate herewith one of their decorated filters.

NEW UNIVERSAL SURFACE GAUGE.

The L. S. Starrett Co., Athol, Mass., are the manufacturers of the New Universal Surface Gauge No. 257, illustrated herewith. It has a heavy case hardened steel base grooved through the bottom and end, adapting it for use on or against circular work as well as flat surfaces. The spindle passes through a rotating head, jointed to a rocking bracket, pivoted in base, the bracket being adjusted by a knurled screw in one end against a stiff spring in the other. The spindle may be set upright or at any

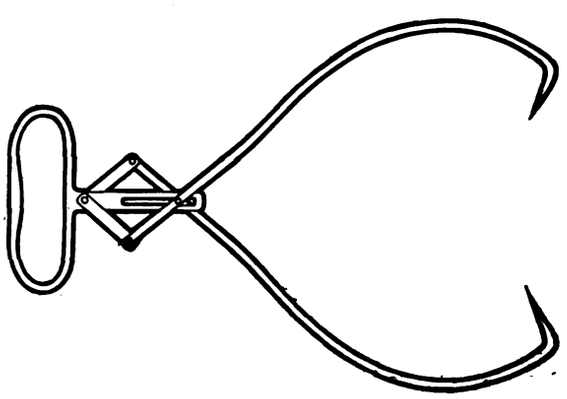


NEW UNIVERSAL SURFACE GAUGE.

angle, or turned so as to work under the base, and can be sensitively adjusted to any position. The snug and head carrying the scriber are so made that when the clamp nut is loosened all may be freely moved to any position, and by friction springs retained in place until a slight turn of the clamp nut holds them firmly. In the base are four gauge pins, frictionally held, which may be pushed to bear against the edge of a surface plate, or in the slot of a planer bed for lineal work. For small work the spindle may be removed and the scriber inserted in a hole provided for it, where it can be sensitively adjusted and used to advantage on bench work. Special attention is called to the four gauge pins in the corners of the base, which adapt it to be used as a locomotive guide liner and make it more convenient than other gauges for many uses. An extra long spindle, which may be quickly substituted for the regular, will be sent with the gauge when ordered.

GLENNY'S "SUPERIOR" ICE TONGS.

W. H. Glenny & Co., Rochester, N. Y., among a large number of household specialties, are making the "Superior" ice tongs which we illustrate herewith, a larger size of this pattern having



GLENNY'S "SUPERIOR" ICE TONGS.

proved so satisfactory to the icemen, they were encouraged to make this size for domestic use. It is made from cold rolled steel, with hardened points and malleable iron handles; opens fifteen inches taking in a good sized cake of ice. They are finished in black enamel, the handles being bronzed, and they weigh one hundred and fifty pounds to the gross.

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THE PHILADELPHIA BANQUET.

The nineteenth annual banquet of the Hardware Merchants and Manufacturers' Association of Philadelphia was held at the Bellevue-Stratford, Wednesday evening, January 18th, and was without doubt the most successful affair of the kind ever held in the City of Brotherly Love. Several innovations were inaugurated, among them the invitation of the ladies who participated in a part of the evening's festivities.

At seven o'clock, nearly 200 members and guests of the association, accompanied by about 75 ladies, assembled in the reception rooms on the first floor of the Bellevue-Stratford, and after spending about half an hour in social intercourse, the men adjourned to the Clover Room, where the banquet of the evening was served. The ladies were taken in charge by a committee and escorted over the new hotel, finally returning to the parlor on the first floor where they were served with a buffet lunch. In the Clover Room the banquet committee had arranged the tables in a manner different from the usual custom; at one side of the room there was a long table at which were seated the speakers and guests of the evening. Among those at this table were the following:

T. D. Stewart, Jr.; E. B. Mears, J. R. Seltzer, A. E. Bolles, James H. Ritter, R. R. Williams, E. B. Pike, M. J. Ryan, Hugh McCaffrey, Hon. R. O. Moon, Samuel Disston, John Weaver, Thomas Devlin, T. James Fernley, Rev. Dr. Davies, J. A. McKee, Hon. J. Hampton Moore, William W. Supplee, John E. Harbster, Charles W. Welsh, C. W. Asbury, H. B. Lupton, Geo. Reuter, Jr., Lewis W. Klahr and George Y. Shermer.

The others in attendance were seated at small tables covering the remainder of the room. The tables were strewn with the usual souvenirs and the guests and speakers were presented with a number of special gifts. The banquet itself was, as is usual at this famous hotel, all that could be desired. After the cigars had been lighted several of the small tables were removed, and the ladies ushered in.

Mr. Thomas Devlin, the re-elected president of the association, called the assemblage to order. He thanked the association for the honor conferred on him by re-electing him to his office, and spoke briefly of the extent of the business of the Philadelphia merchants and manufacturers of Hardware. He spoke at some length on the value of co-operation brought about by gatherings of this kind, and of the good work being accomplished by "The shake of the hand and a half hour's chat with a competitor." There was a touch of sadness in his voice as he referred feelingly to those of the association who had in the past year been called to their long home: Edward Darby, E. K. Tryon, Fayette R. Plumb and W. C. Peters. At the close of his opening address, C. W. Asbury came forward and in a few well chosen words presented President Devlin with a beautiful Ivory Headed Gavel, properly inscribed. Mr. Devlin was evidently very much surprised and responded in a witty manner, closing by introducing "One of Josh Billings square bricks," T. James Fernley, who was to occupy the chair as toastmaster.

As a token of respect and esteem for those members who during the past year had died, Mr. Fernley asked the quartette to sing "Lead Kindly Light," all present standing. The toastmaster then, in a jocular manner, explained the presence of the ladies, and introduced the first speaker of the evening, Mayor Weaver of Philadelphia. The speeches of the mayor, and as well those of Michael J. Ryan, J. Hampton Moore and Congressman R. O. Moon were on closely connected subjects, all of them referring to the commercial interests of Philadelphia and the Keystone State, and to the industries of the country at large. Mr. Moore, who has just received his appointment to the office of Chief of the Bureau of Manufacturers in the Department of Commerce and Labor, spoke at some length concerning the work of his bureau. He promised the association that all manufacturers throughout the whole country would be treated alike, and that no special interests would be regarded. He asked business men not to expect all things at once, but to think what should be done, and then make known their views.

Dr. Davies, always welcome among Hardwaremen, spoke on the subject, "Opening of the New World." He referred particularly to the prospective results of the Russian-Japanese War. He reviewed briefly the wonderful history of Japan from the time when, only a few years ago, the inhabitants of the flowery kingdom were little better than barbarians, to the present time with Japan as a world power. He reminded his audience that China was no longer the "Empire of the Dead," and prophesied that the close of the war would bring about a great commercial development of the Celestial Empire. He stated that one matter that was producing a great change in China was the spread of education, the very temples themselves being turned into schools in many instances. In closing, he reviewed the many possibilities for the extension of American trade in the Far East and advised business men to give close attention to this problem.

One section of Congressman Moon's address was of special interest to those present. He reminded them that while thirty or forty years ago the attention of Congress was devoted almost entirely to matters referring to the re-construction of the Government, the questions now before Congress referred almost entirely to the commercial interests of the country. Practically every bill now before Congress having a bearing on either the tariff, interstate commerce, railroad rebates, or labor and capital. He said: "Congressmen of the present day are not Websters or Lincolns; they are business men."

The Banquet Committee deserve to be congratulated for many things referring to this event, especially the introduction of the ladies, the arrangement of the banquet and the very careful selection of the speakers.

The following contributed souvenirs: National Specialty Manufacturing Co., National Cutlery Co., G. & H. Barnett Co., P. & F. Corbin, Henry Disston & Sons, Thomas Devlin & Co., Enterprise Manufacturing Co., McCaffrey File Co., Miller Lock Co., Mayer & Co., North Brothers Mfg. Co., Joseph Dixon Crucible Co., C. T. Ham Mfg. Co., Winchester Repeating Arms Co., and Stanley Rule & Level Co.

HARDWARE ASSOCIATIONS.

Among the State Retail Hardware Associations the following will hold meetings in February:

WISCONSIN RETAIL HARDWARE ASSOCIATION:
Ninth annual meeting, February 1 and 2, Milwaukee, Headquarters, Republican House. Membership, 400; gain since last meeting, 100. President, H. L. McNamara, Janesville; Secretary, C. A. Peck, Berlin.

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION:
Eighth annual meeting, February 1, 2, 3, Fargo. Headquarters, Metropole Hotel. Sessions at Fargo Commercial Club. Membership, 190. President, H. F. Emery, Fargo; secretary, C. N. Barnes, Grand Forks.

NEBRASKA RETAIL HARDWARE DEALERS' ASSOCIATION:
Fourth annual meeting, February 7 and 8, Omaha. Headquarters, Millard Hotel. Membership, 200. President, J. C. Cornell, Ord; secretary, H. J. Hall, Lincoln.

IOWA RETAIL HARDWARE DEALERS' ASSOCIATION:
Seventh annual meeting, February 8, 9 and 10, Des Moines. Headquarters, Savery Hotel. Sessions at Commercial Exchange Hall. Membership, 350. President, S. R. Miles, Mason City; secretary, A. R. Sale, Mason City.

COLORADO RETAIL HARDWARE DEALERS' ASSOCIATION:
Third annual meeting, February 14 and 15, Denver. Headquarters, The Adams. Membership, 125. President, A. L. Branson, Trinidad; secretary, F. C. Moys, Boulder.

KENTUCKY RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
Fifth annual meeting, Louisville, February 14 and 15. President, J. C. Frederick, Owensboro; secretary, John R. Sower, Frankfort.

ILLINOIS RETAIL HARDWARE DEALERS' ASSOCIATION:
Seventh annual meeting, February 14, 15 and 16, Peoria. No official hotel headquarters. Sessions at Turner Hall. Membership, 300. President, C. H. Williams, Streator; secretary, L. D. Nish, Elgin.

PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION:
Fourth annual meeting, February 21 and 22, Harrisburg. Membership, 200; gain since last meeting, 65. President, Joseph M. Selheimer, Lewistown; secretary, J. E. Digby, McKees Rocks.

INDIANA RETAIL HARDWARE DEALERS' ASSOCIATION:
Sixth annual meeting, February 21, 22 and 23, Indianapolis. Headquarters, Denison Hotel. Membership, 425; gain since last meeting, 48. President, E. M. Bush, Evansville; secretary, M. L. Corey, Argos.

MINNESOTA RETAIL HARDWARE ASSOCIATION:
Ninth annual meeting, February 23, 24 and 25, Duluth. Headquarters, Spalding Hotel. Sessions in Lyceum Theatre. Membership, 600. President, A. T. Stebbins, Rochester; secretary, M. S. Mathews, Boston Block, Minneapolis.

MISSOURI RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION:
Seventh annual meeting, February 21 and 22, St. Joseph. Membership, 160. President, Taylor Frier, Louisiana; secretary, Fred. Neudorff, St. Joseph.

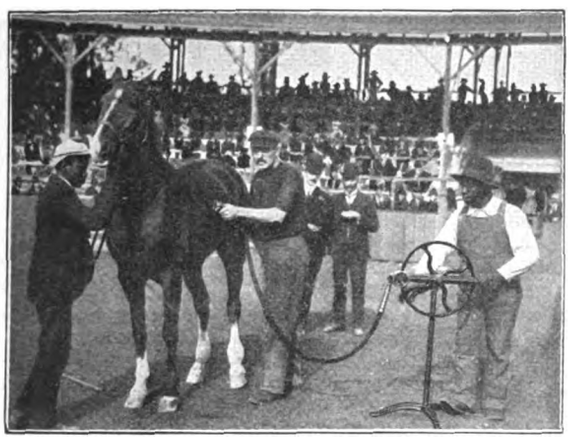
OHIO HARDWARE ASSOCIATION:
Eleventh annual meeting, February 28, March 1 and 2, Dayton. Headquarters, Algonquin Hotel. Membership, 325. President, John F. Baker, Dayton; secretary, Frank A. Bare, Mansfield.

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A NEW WORLD'S RECCRD.

The practice of clipping horses is becoming so much in vogue and the number of its votaries so constantly increasing, that the horse clipping exhibition became an important event at the St. Louis World's Fair, and was looked forward to with great interest by that large body of farmers and horsemen who succeed best by the use of modern and scientific methods.

To give the process its best possible showing the clipping machines of the Chicago Flexible Shaft Company were selected for the occasion and an expert clipper, John Yeager, of St. Louis, was chosen to do the work. His time was 17 minutes, but, being stopped and questioned repeatedly by interested persons in his audience or by the judges, time was allowed for this, which reduced the actual time to 13¾ minutes. It is a remarkable showing—gratifying to all concerned, including the large audience. Mr. Yeager modestly attributed his success to the perfection of the "Stewart Clipper," a machine which carries an exhibit of World's Fair prizes from all over the world.



It is claimed not only by the makers but by the users of the machine, that clipping greatly prolongs a horse's life; that a horse, like a man, is liable to "take a chill," while cooling off in a sweaty garment, and that this is the cause of most of the diseases and troubles which shorten a horse's life, and lessen both his beauty and his usefulness and consequently his value. It might be well for farmers and horse owners, who have not given this idea a proper trial, to do so, and find out how much money they can save by the investment.

Stewart Clippers certainly make the horse look smooth and handsome; it seems impossible by any amateur awkwardness to mar a horse with them, as the skin cannot be reached by the cutters.

BISSELL'S BANQUET.

The annual banquet of the Bissell Carpet Sweeper Co., given to the traveling salesmen, and heads of departments, took place at the Pantlind Hotel on Thursday evening, December 29, and was one of the most interesting and delightful functions ever given by the company.

The banquet room and table in point of decoration, and electric effects, was fairyland itself, and fully sustained Landlord Pantlind's reputation for doing things on a fine scale. The table was arranged in a circle, and a veritable flower garden filled the center space.

A novel and interesting place card was used in the form of a cartoon bringing out some characteristic of each person present, and beautiful scarf pins were used for souvenirs of the occasion and were attached to the place cards. As each person had to study every cartoon to locate his place at the table, no end of merriment was occasioned by this first feature of the programme.

A menu for which the Pantlind is famous, was served, and after the banquet short impromptu speeches were made, in which kindly sentiments were exchanged between the salesmen and the officers of the company.

A concealed orchestra discoursed delightful music during the evening, and taken all in all, this banquet will not soon be forgotten by any who were present. During the evening a telegram was read from Mrs. Bissell, from her winter home in Pasadena, California, expressing her regret at her absence from the banquet, and conveying her regards to all present. One of the hits of the evening was a letter from M. Shanahan, treasurer of the company, who with his family is spending the winter in Miami, Florida. Mr. Shanahan's letter was read by the manager of the company, and provoked peals of laughter dwelling as it did in grotesque form on the foibles and peculiarities of the different people present.

The general manager, R. E. Shanahan, made a few remarks in which he emphasized the gratification it gave the company to meet its traveling force once a year at its annual function, and to forget for a short time the burdens of business and to exchange kindly sentiments. There can be no doubt of the wisdom of the Bissell Company's policy of giving these entertainments each year to its salesmen, as it establishes a bond of sympathy and fraternalism between the officials of the company and its men, that is a potent factor for good in a business.

The evening's entertainment closed with a slight of hand performance by the well known master of the magic art, E. Clinton Adams.

HARDWARE PROSPECTS IN CANADA.

From an Occasional Correspondent.

The general business prosperity of Canada is felt in the Hardware trade. During the past year more building has taken place than in any previous twelve months. The business conditions in Canada have been steadily improving since 1893. The improved business conditions have been brought about by the prosperity of the farming communities, by the rapid development of mining, by the largely increased immigration, all of which has made a larger home market. Also the export trade of Canada has constantly increased, especially on manufactured articles—and this development of the foreign market has brought additional wealth into the country.

The soundness and strength of the business interests of Canada is well proven by the fact that no large failures followed the great Toronto fire—and again by the rapid rebuilding of the burned district in that city. The greatest development of the Canadian trade is, however, in Western Ontario and in Manitoba. Few American cities have grown more rapidly or substantially as has Winnipeg. But Montreal is still the great financial centre and will for many years be the great Hardware distributing centre of Canada. To hold the place as Hardware wholesalers, and to better handle their large growing trade Lewis Bros. & Co., are now building a large new warehouse. This new building will be up-to-date and will be equipped with every modern convenience for the rapid handling of goods. Lewis Bros. & Co. have kept apace of the growing business of Canada and being as wide-awake to grasp each opportunity have enlarged their trade—more than doubling it in seven years time. The good wishes of Lewis Bros. & Co.'s many friends in Canada and the States are with them in their enlarged enterprise.

One of the most progressive retail Hardware concerns of Montreal is the firm of R. & W. Kerr, occupying a large double store on St. Catherine Street in the heart of the best retail district of the city. In referring to business conditions Ernest Kerr said to your representative: "Our out-of-town trade is growing. Business in the city is also on the increase, we are making a specialty of hotel and boarding house supplies, and are getting some good contracts. The stove and heater trade has been good and another branch of business—sporting goods has brought us a good share of trade." The store of R. & W. Kerr is a model—one side being devoted entirely to Hardware, stoves and Housefurnishing Goods, the other side to sporting goods and cutlery.

Another well arranged and attractive Hardware store, located at 2266 St. Catherine Street, is that of M. Philbin. The store is light and bright, having windows in the rear. Mr. Philbin makes a specialty of house furnishing Hardware and looks closely after the small pick up home trade.

A new Hardware firm has come into existence as a result of the fire last fall in which the Caanda Hardware Co. was burned out. A. M. St. Arnaud, who for a number of years, so successfully managed the former concern has started a new business—Saint Arnaud & Co.—doing an import business in Hardware and acting as manufacturers' agents. St. Arnaud has a thorough knowledge of the Canadian trade having been connected with the Hardware trade of Canada for the past twenty years. The temporary offices of Saint-Arnaud & Co. are in the New York Life Building.

Mr. A. Y. Jeannotte, of the firm of L. H. Hebert, exclusively wholesale Hardware, is a man of wide experience and there are in fact few better posted Hardwaremen in the Province of Quebec. This being the case any views expressed by Mr. Jeannotte are of interest to all the trade. When asked regarding the outlook for business Mr. Jeannotte said: "The future of the Hardware trade here in Canada can best be Judged by the past—business is growing, the retail Hardwareman here as in the States is constantly adding to the line a greater variety—and is each year doing a larger business. We jobbers are feeling this, and to keep apace are also broadening our lines carried."

Another pushing, growing Hardware jobber of Montreal is Seybold, Son & Co., who occupy a large warehouse built especially for their business. The arrangement of this warehouse could not be improved for the Hardware business. The offices which are large and bright are in front on the first floor. The

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

In the May issue of the Butterick Trio (appearing April 10th), we will have a four page advertisement in colors costing

FIFTEEN THOUSAND DOLLARS.

This is the

LARGEST ADVERTISEMENT EVER PLACED

in this publication for one issue.

We will have in the April issue Ladies' Home Journal (appearing March 25th), an advertisement costing

EIGHT THOUSAND DOLLARS.

This will be the first double page advertisement which has ever appeared in this publication.

We will carry standard magazine sized pages in the following publications in addition to the above during the spring months alone: McCall's, Ladies' World, Good Housekeeping, Munsey's, McClure's, Cosmopolitan, Youth's Companion, Success, Christian Herald, Harper's Bazaar.

The combined paid circulation of these publications is 6,609,665: allowing four readers to each copy (which is conservative), our immense advertisements will reach 26,438,660 readers at just the right time for selling JAP-A-LAC.

Our expenditure for publicity advertising during the Spring months will amount to

SIXTY THOUSAND DOLLARS.

This is by far a larger amount of money than has ever been expended by all varnish houses combined for magazine advertising.

Just think of it,—this expenditure is for four months only. JAP-A-LAC will sweep the market this year. Prepare yourself for some of the dollars.

We are spending this money to help you sell JAP-A-LAC, by educating the consumers fully as to what it is, and what it does.

We will distribute $1000 in prizes for the best Window Displays made "JAP-A-LAC week" which begins April 10th 1905. Let us tell you about it.

ADDRESS 641 WILLIAMSON BUILDING,

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES,

CLEVELAND, OHIO.

rear of the first floor is devoted to the city department. The second floor is used exclusively for a sample room and is one of the best in the city. The floors above are used as stock rooms and the top floor for packing and shipping room. Mr. Seybold, had been confined to the house for some time by sickness, but the business has not at any time suffered, being closely looked after by the two sons, the efficient junior members of the concern.

With a large retail Hardware store at 591, 593 St. Lawrence Street, Amiot, Lacours & Lariviere are carrying on a growing business. The concern also do considerable wholesale trade, having two or three men on the road.

The Kingston, Ont., dealers have been crouching out during the past twelve months. E. Chown & Son are now well located in their new warehouse at 248 Bogot Street. The business of this concern is entirely wholesale and extends into the very smallest towns of Ontario. Mr. Chown said business was good and the outlook very gratifying for Spring business.

Dalton & Sons is the new firm succeeding the old concern of Dalton & Strange. Mr. Dalton, Jr., said that business through the Fall had been good and that the outlook was very satisfactory for Spring.

Up at Brockville on the St. Lawrence River, there are two Hardware concerns doing a nice local trade. A. G. Dobbie & Co., who in addition to a complete stock of Hardware, carry a full line of sporting goods.

A large double store is occupied by R. H. Smart. Hardware and kindred lines is the principal business, although a large business is done in stoves and heaters. Mr. Smart is a wide-a-wake progressive business man and the store proves it.

Not a single merchant interviewed in the three cities mentioned, had a complaint to make of poor business and the outlook for the Hardware trade is exceedingly satisfactory.

HAMMERNAIL.

NEBRASKA RETAIL HARDWARE DEALERS' ASSOCIATION.

The annual convention of the Nebraska Retail Hardware Dealers' Association will be held at Omaha, February 7 and 8, with headquarters at the Millard Hotel, with railroad rates of one and one-fifth on the certificate plan. Indications are for a big attendance and an awakening of interest. Secretary H. J. Hall writes: "The official program for the Nebraska Hardware Dealers' convention is now in course of preparation, and will easily surpass anything heretofore attempted in this line. The design for the front cover is especially appropriate, being a hunting scene, and the binding will also appeal to Hardwaremen. Altogether, the program will be unique and well worthy of being filed away as a souvenir of the convention. It is not the intention to stuff the issue with advertisements, but rather to make it of interest to retail Hardware dealers, so that the program will be read and saved, rather than glanced at and thrown away."

PREPAYING FOREIGN POSTAGE.

A foreign reader calls attention to "underpaid postage" on mail matter sent abroad from this country. His comment is as follows: "Being attracted by one of the advertisements in an American journal, I wrote for further particulars. In return the advertiser sent me a letter enclosing a booklet. The letter was sealed and, with the booklet, weighed considerable. A 2-cent stamp was all that covered the letter. The London post-office collected a shilling and two pence (28 cents) as 'under-paid postage.' This was not all. Owing to the firm's 'follow-up' system, they sent another letter and another booklet. A 2-cent stamp covered this also, and in consequence I had to pay another shilling and two pence for underpaid postage. My inquiry cost me 56 cents in excess of underpaid postage. Now, I thoroughly realize that the delinquency did not arise from the manufacturer's meanness, but was the evident fault of the stamp clerk, who is generally the office boy."

An incident such as is described by the reader just quoted is certainly exasperating and does not aid the business of the American export houses. Apology is due to foreign buyers who have suffered through such carelessness. It is suggested that a word from the buyers to the advertisers, at the time of making inquiries, will soon rectify mistakes and omissions of this character. Exporters to foreign markets do not condone even trifling inaccuracies where it is likely to interfere with the freedom of buyers in making requests for information as to their goods and methods.—*Exchange.*

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REVIEW OF THE MARKETS.

WIRE NAILS: Orders are reported as coming in freely but not important as to volume when compared with November and December. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. for cash in 10 days:

Carload lots $1.75
Less than carload lots 1.80

New York. Demand from the local trade is moderate as is to be expected. Quotations are as follows:

Single carloads $1.94
Small lots from stores 2.00

CUT NAILS: Business is moderate and not very heavy in volume being mostly given to drawing on the contract orders already booked. Quotations are firm at the following: Carload lots, $1.75; less than Carload lots to Jobbers, $1.80, and to retailers, $1.90 f.o.b. Pittsburgh. Iron Nails for delivery at Pittsburgh, Buffalo and all points west of these cities, 10 cents advance per keg on Steel Nails.

New York. The local trade is light, but regular. Prices are firm at the following: Carloads on dock, $1.89; less than carloads, on dock, $1.94; small lots from store, $2.00.

BARB WIRE: The demand for the future is very good in the corn belt, while present business is light and likely to increase in volume as the season opens. Mills are busy filling contract orders. Tone of the market is strong. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers, carload lots	$1.90	$2.20
Retailers, carload lots	1.95	2.25
Retailers, less than carload lots	2.05	2.35

SMOOTH FENCE WIRE: Demand is increasing daily, on account of contract orders already given, which the mills have booked freely in anticipation of a change in price. The market is firm and quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.60
Retailers, carload lots 1.65

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advance.

SHEET ZINC: January 7 another advance was announced in Sheet Zinc, the price being made $7.50 per 100 pounds in 600-pound casks, f.o.b. mill, subject to the usual discounts for cash and quantity.

ROPE: Trade is quiet and quite at a low ebb, although expected at this season of the year, Manila rope being in fair request. The following quotations represent the market.

	Cents per pound.
Pure Manila, 7-16 and larger	12 to 12½
No. 2 Manila	10 to 10¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

BINDER TWINE. General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9 @ 10
Standard (500 feet to the pound)..... 9 @ 10
Standard Manila (550 feet to the pound)....10 @ 11
Manila (600 feet to the pound).....11 @ 12
Pure Manila (650 feet to the pound).....12 @ 13

Less than carload lots quarter of a cent extra.

LINSEED OIL: The following quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....44 cents per gallon.
In lots of 5 barrels or more.....43 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE ALBANY TRADE.

Good Winter weather has stimulated business, particularly in the goods sold at this season. Trade in Snow Shovels, Skates, Sleighs, Ice Creepers and a few additional articles commonly classed as Winter Goods, has been remarkable. It would seem as though the wants of customers had been pretty well supplied, but re-orders have been very frequent this season. Inventory is absorbing the time of the trade and if stock is priced at the ruling rates, a good showing can be expected. Whether it is best to take advantage of the market rates is difficult to decide as a year hence the reverse may be the case, when a perceptible falling off will naturally follow. A liberal discount from the present ruling prices would seem to be a fair course to pursue. The largest producers, however, seem to convey the idea that present prices will certainly be maintained for quite a period with a strong possibility of higher rates when the season fairly opens. Every one seems to be possessed of the idea that the year is going to be an active one and that a lively demand for goods will start up as soon as the snow and ice have disappeared and the roads get in good condition. Orders taken for Spring business on some of the leading lines in which competition has been sharp do not show a large profit to the merchants. Increase of volume of trade is necessary under these conditions to keep up the standard of profit that is needed. Active work on the part of salesmen is consequently essential to keep up the volume with an increase sufficient to compensate for the smallness of the percentage of profit. We, however, are proceeding, hopeful for our share of the prosperous, active times now with us and which we hope will stay by us throughout the year.

ALBANY HARDWARE AND IRON CO.,
Charles H. Turner, President.

THE PHILADELPHIA TRADE.

The first month of the new year opens auspiciously, and the salesmen who are on the road are sending in a large line of orders. Reports from the South show that the low price of cotton has unfavorably affected trade in that section, and locally we hear some complaint that the severe Winter has hindered outdoor work to such an extent that farmers are buying but little. General trade more than holds its own and it is apparently running ahead of the same month of last year. A most hopeful feeling seems to prevail among all manufacturers. Some revisions in prices are being made, and these, of course, are upward in tone, and there are many promises of higher prices, especially on Staple goods in the near future. It is evident, from the way the trade are purchasing Spring goods, that there is ample faith and a good demand for such goods as Window Screens, Wire Cloth, Netting, Lawn Mowers, etc., as all of these are being ordered for early shipment. It is gratifying to report in some lines, such as Wire Cloth and Hammocks, that there is a growing demand for a better grade of articles. This is notably shown by the demand for Bronze Metal Wire Cloth, which, originally used only at the seashore, is now finding its way into general use, as having recognized merit. With the exception of some portions of the South, collections are up to the average, and we hope that the general inventory will show that the trade of the country is on a sound foundation, and that the profits of 1904 have put dealers in a stronger position than ever before.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

It requires time to entirely overcome the despondent feeling that was caused in the last half of 1904. There is some cessation of activity in early January, but February will restore and greatly increase it. We so easily forget the past and join in the spirit of the present that we often deplore our lack of foresight. The difficulty of forming a correct philosophy of business is the personal equation that enters into it. Mathematical and scientifical problems can be demonstrated, but what will be the concensus of opinion is hardly to be guessed, and this is so patent in making good or bad times that one hesitates to predict. But December trade was excellent and orders for Spring shipment liberal. The fear of being buncoed still has some influence, and recent advances are interpreted as a scheme to induce buying, but the amount of steel and iron going into consumption will allay such fears, and everybody forgetting the past will join in the rush to make prosperity certain. The immense demand for iron and steel is a surprise to those who fail to realize the great growth of the country. Traction lines, improved roads and telephones are rapidly changing the possibilities, and they are still greatly underestimated. Double the amount of iron and steel are likely to be used in the near future, immensely increasing the business of the country. Nobody anticipated the change the

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last twenty years have brought, and it is safe to expect that surprise will be much greater in the future. The cessation of activity in early January is being replaced by largely increased demand, so that the question of how to handle the business is more pressing than how to increase it.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, President.

THE PITTSBURGH TRADE.

The new year started under favorable conditions and a very much better feeling in business circles. Demand for steel and its products is heavy, taking all the output of the furnaces and mills at advanced prices. This makes activity in the coal and coke works, which employ more labor in proportion to the value of the product than any branch of the steel business. Merchants are feeling the improvement, sales running considerably ahead of last year, but the full effect is still to come and we look for a steady increase in demand for goods as the year grows older. The annual meeting of coal miners now in session in Indianapolis is important, their action affecting so many men, and we trust it may reach wise conclusions as to future demands on the operators. A good boating stage of water in our rivers lately resulted in a large quantity of coal being sent out which had been tied up in our harbor for months. The extreme dry weather last Fall extended up to the holidays and much loss resulted, but recent rains have filled the streams and springs .

LOGAN-GREGG HARDWARE CO.

THE ST. PAUL TRADE.

We consider the present time a strictly buyers market, feeling that the possibility of higher prices are greater rather than lower. We are talking this to our trade with success and are taking future delivery orders, with success. Everything points to our being correct in this estimate of the future condition. Generally speaking, trade is good, though at this time of the year, orders are light. We expect a splendid spring trade and have every reason to do so.

HACKETT, WALTHER, GATES HARDWARE CO.

THE SAN FRANCISCO TRADE.

Out here in the Far West we are hearing from Eastern authorities that trade conditions relating to the entire country for the first fortnight of the new year are exceptionally promising; that manufacturing interests are sending in very good reports, many branches having orders booked for several months ahead and that the best returns are being received from the iron and steel trades, all of which has prompted a Hardware merchant of local prominence to suggest that the writer of this San Francisco letter might well report that on this coast the conditions are as fine as elsewhere in the United States; that we have sold at advance prices almost all of our last great harvest yield of wheat, barley, dried and canned fruits, hops, beans and other leading products of the soil; that our immense wool clip has all been sold at a top figure and the market is bare; that the weather from a farmer's standpoint has been ideal ever since last September and the crops all over the coast are looking finely; that collections are good; that real estate and building operations, both in city and country, are extremely active, and that all conditions indicate continued prosperity.

All is at peace and good will abounds one toward the other as between the wholesale and retail Hardware associations of the coast, and a mutually good time of brotherly fellowship throughout the new year, void of all tiff, of recent memory, is the announcement and prediction of Henry Gracey, secretary of the California State Retail Hardware Association, and Johnson Reynolds, secretary of the San Francisco Retail Hardware Dealers' Association; and in a measure to prevent interference with legitimate business and to permit such merchants to carry on their trades within the bounds of reason the various mercantile and manufacturing associations of the city are the instigators of bills introduced this week in the State Senate and Assembly to put a stop to boycotting.

A half million dollar Hardware business sale was the trade feature of the week, the seller being the pioneer Hardware firm of J. de la Montanya & Co., and the buyer, the Pacific Hardware and Steel Co. The purchaser has taken possession and the stock is being inventoried. The exact consideration will be the inventoried value of the goods, which it is estimated will slightly exceed $500,000. The stock consists principally of a large assortment of stoves, iron, steel, tin-plate and granite ware. No real estate passes in the transaction. For the present the stock will remain in their old quarters, but will be removed soon to the warehouses being constructed by the purchaser at the intersection of Seventh and Townsend Streets. The Pacific Hardware & Steel Co. is composed of the old steel company of George W. Gibbs & Co., and the newer Hardware company of Miller, Sloss & Scott. Since its formation by their consolidation the Pacific Hardware & Steel Co. has been absorbing lesser concerns in the same line of trade, namely, the de la Montanya concern a few days ago, and a fortnight ago the Pacific Pump & Windmill Co., when $50,000 worth of stock was taken over.

The committee on manufactures of the Stockton (Cal.), Chamber of Commerce is anxiously busy these days, since they have only a few more days left in which to accomplish a work they very much desire to accomplish. Their committee work is the result of an announcement made last week to the trustees of the Chamber of Commerce by the Pacific Window Glass Co., of Stockton. This company, the only window glass makers in the State, was established about eighteen months ago by Eastern capital represented by C. J. and U. K. Hurrle of Inidanapolis, where they owned glass factories, and is now not only on a paying basis, but so prosperous that the company's intention is to increase its plant to a capacity equal to four times its present output, so that it can control the trade of the Pacific Coast. This statement the company submitted last week to the Stockton Chamber of Commerce, with this addenda: "It will require $120,000 to quadruple the plant intended, and if the citizens of Stockton will subscribe $60,000 worth of the stock the company will put up an equal amount, and if the people of Stockton will not do this within the current month either one of two other California cities we have heard from, will, and in our selection from these other two the desired plant addition to the Pacific Window Glass Company will be established, the Stockton plant to remain in operation as now." Hence the anxious activity of the Stockton Chamber of Commerce committee referred to.

INDUSTRIAL PRESS ASSOCIATION.

HISTORY OF WEIGHTS AND MEASURES.

The jewellers of the Middle Ages used in their delicate scales the hard brown seeds of the Moorish carob tree (*Ceratonia siliqua*), and the weight of diamonds is still reckoned by carats, each carat being equal to three and one-sixteenth grains of troy. The earliest attempt to regulate British weights and measures appears to have been suggested by this example. In 1266 it was declared by statute that "an English penny, called a sterling, round and without any dipping, shall weigh thirty-two wheat corns in the midst of the ear; and twenty pence do make an ounce, and one hundred and twelve ounces one pound; and eight pounds do make one gallon of wine and eight gallons of wine do make a London bushel, which is an eighth part of a quarter." We have here the basis of the British system of reckoning as it survives to-day—the grain, pennyweight, ounce, pound, gallon, bushel and ton, two hundred and forty silver pence to a pound sterling. The British gallon is still used for both dry and liquid measure.

In 1324 the measures of length were defined by a similar statute providing that "three barley-corns, round and dry, laid end to end," shall make one inch, twelve inches a foot, and three feet a yard.

The thirty-two wheat corns, adopted as the basis of the British system, appear to have weighed twenty-two and a half grains troy, so that the pound of 1266 was equal to 5,400 grains troy. This is the old Saxon pound. The pound troy (pound "du roy") is the Roman pound, and was doubtless in use simultaneous with the Saxon pound for hundreds of years, but it is first mentioned in the statutes in 1414 and was ordained as the standard weight for gold and silver in 1527. As twenty-four grains make a penny-weight troy, the new pound contained 5,760 grains, exceeding the old weight by 360 grains, or three-quarters of an ounce.

The strict pound of twelve ounces was used only in weighing the precious metals, and, with different subdivisions, for the costly drugs and medicines dealt out by apothecaries. For heavy goods, "avoirs du poids," a more liberal measure, was given, like the baker's dozen, and fifteen ounces was called a pound. In the same way twenty-eight pounds was called a quarter, and one hundred and twelve pounds a hundredweight, allowance being made for waste or wrappings. The increase of the pennyweight to twenty-four grains in 1527 raised the value of the ounce to four hundred and eighty grains; and accordingly, the pound of commerce, containing fifteen ounces, was raised to 7,200 grains.

The name "avoirdupois" was transferred at a very early date from the heavy goods which it indicated, to the system by which they were weighed. It occurs first in the statutes of 1335 and 1352. The early pound of fifteen ounces of four hundred and fifty grains each—6,750 grains—was raised by law, as has been shown, to 7,200 grains, making sixteen of the old ounces. In practice, however, the pounds seem to have fallen below the standard to about 7,000 grains, and this weight was finally declared to be a pound avoirdupois.

Mrs. Newwed—Do you keep a servant?
Mrs. Oldwed—Yes, and most of her family.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

CELLULOID.

Celluloid is a manufactured article that is entering more largely every day into commerce. Its uses are manifold. There are only three firms in the United States that manufacture celluloid for sale. As the word "Celluloid" is the copyrighted trademark of one of the three, the other two have invented names of their own to apply to the same articles. One is "Fiberloid," the other "Pyralin."

For a quarter of a century perhaps celluloid has been in use. Its advantages were slow to be recognized. People feared it because it was combustible and inflammable, but so is wood inflammable and we live in wooden houses. Occasionally we read tales of "explosions of celluloid;" pure fabrications. It does not explode.

The process of manufacture of celluloid is interesting. Tissue paper or cotton is cut or picked into small pieces, which are placed in a solution of sulphuric and nitric acid and saturated with this mixture. It is then removed from the mixture and carefully washed in water several times, after which it is put in a press and the water squeezed out. The paper or cotton when thus treated is known chemically as nitro-cellulose, cellulose nitrate or pyroxylin. This nitro-cellulose is mixed with camphor and alcohol (either wood or grain) and the mixture is made a homogeneous plastic mass by masticating on steam-heated rollers. This mass is then put in steam-heated presses and pressed into cakes or sheets, after which it is thoroughly dried in steam-heated drying rooms. The only secrets in the business are a knowledge of just what proportion of acids to use, at what temperature to use them, and what coloring matters to use to obtain the best results.

Those familiar with the manufacture of guncotton—which is not necessarily made from cotton, as paper or wood-pulp could be used—will see that the first steps in the process of producing celluloid and guncotton are the same. But there is a vast difference between the two. The United States Dispensatory says: "The name (guncotton) is applied to several closely related yet distinct products." There are at least eight different cellulose nitrates which may be produced by the action of a nitric and sulphuric acid mixture upon cotton, paper or wood pulp. There is, however, some apparent confusion in the books on chemistry as to terms. Some chemists recognize but three grades of nitration—the mono-(1), the di-(2) and the tri-(3), nitrates; while others, such as the United States Dispensatory, mention six, from the mono-(1) to the hexa-(6) nitrate, and still others, from the mono-(1) to the endeca-(11) nitrate.

The object in the manufacture of guncotton for explosive purposes is to have the cotton as highly nitrated as possible. The higher the nitration, the greater is the explosive force. The guncotton used for making collodion (which is made by dissolving guncotton in ether and alcohol) is of a much lower nitration than the explosive kind. The United States Dispensatory also says that "the true explosive guncotton is insoluble in ether and alcohol," and that "the soluble guncotton used in the preparation of collodion is a mixture of the four lower nitrates." The so-called guncotton used in the manufacture of celluloid is of a still lower nitration, about 35 per cent. lower than the explosive kind. It is so low that it is impossible to explode it.

Celluloid is used largely in toilet articles, jewelry, decorations for album covers and so many other things it would be difficult to designate them. The business in the United States aggregates hundreds of thousands of dollars annually.—*New York Commercial.*

ALUMINUM CARS.

New aluminum cars in use in passenger subways in the United States present a clean and really artistic appearance. They are at the same time absolutely proof against fire. Aluminum is rapidly taking the place of many other materials on account of lightness and toughness. One of the drawbacks has been the tendency of this metal to tarnish. This tendency has hitherto prevented its general use in plated ware; there is now, however, a fair prospect of this difficulty being overcome. The announcement is made in a journal devoted to electric chemistry of a process by which aluminum can be given a coating of any desired metal. The film of oxide which covers the surface of the aluminum is removed by adding to the plating bath a small quantity of soluble fluoride, and the metal then receives a superficial coating of zinc or copper, upon which silver or gold can be subsequently deposited. The new process will doubtless be highly valued by the makers of opera glasses, photographic lenses, telescopes and other instruments.—*Exchange.*

E. HENDERER & Co., Wilmington, Del., have distributed an envelope size pamphlet catalogue of pipe vises, all of which are made of a fine grade of malleable iron with hardened steel jaws, while the quality and workmanship are fully guaranteed. The vises and parts are all numbered and they request that in ordering these numbers be used. One of their latest inventions, which they illustrate, is a Double Hinge Vise, patented September 27th, 1904. The vise is made to use either vertically or horizontally, without the use of an angle-plate, thus avoiding the necessity of removing from bench to secure either position. This vise is No. 14 and is made in but one size. Its capacity is from ⅛ to 3½ inch pipe, and weighs 30 pounds. This little book contains a convenient table giving list prices on parts. Each complete vise is also accompanied by price. Send for one of their catalogues.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR NEW ORLEANS LETTER.

(Special Correspondence.)

NEW ORLEANS, Jan. 18, 1905.

January has brought something of better hope to the Hardware men of the South than they anticipated from the standpoint of the last two weeks in January. However, the outlook is not yet what they would have it. To summarize. After the incoming of the new year, the trade remained dulled and deadened, apparently past recovery, for some seven days. Then it began to brighten. The men who were hard hit by their overpurchasing, or their decrease in sales to the countrymen or by their bad collections, began to frankly tell the jobbers and the wholesalers just what the situation was. The jobbers, for the most part, have accepted the situation, and have changed their preparations to suit the changed conditions.

Trade just now is estimated to be running just about even with that of last season. The feature of the situation just now is that the implement demand would seem to have slackened up a bit, while the general Hardware lines have quickened a trifle, thus maintaining the equilibrium, for which implements were responsible during the blue days just before Christmas.

Altogether, it would seem that the implement man is going to be very heavily hit in case the proposed cotton convention really does materialize some plan whereby the bankers, the merchants and the planters, among them, decide to work together for a reduction of twenty-five per cent in the cotton acreage. This reduction would just about be sufficient to do away with the planters' usual wear and tear on implements, and he will simply be relieved of his usual forced purchase of new material for worn out goods.

However, there is many a slip between the cup and the lip, and the implement dealers, while they are rather surprised at the slackening of the implement demand, do not believe that the planter will ever seriously consider a twenty-five per cent reduction in acreage.

HOW THE LINES ARE RUNNING.

Just now mill supplies have begun to slacken considerably, and they are now mailing the list of goods being sold. However, builders' Hardware, and building Hardware, household Hardware, etc., are now leading with implements down the line along with the mill supplies.

These lines are running most freely just now to the Southern tier of counties in Louisiana and Mississippi, for the sugar and the lumber districts are just now the most contented with their outlook. The middlemen in these districts have bought heavily, but have not overbought their trade, and in consequence there is still a healthy relation all the way down the line to the consumer. However, the best of the trade in these sections purchases almost directly from the New Orleans jobbers. The sugar planters buy direct, and at jobbers' and middlemen's prices. The sawmill men buy on the same basis. The localities are nearly all easy of access, and the business is brisk and quick.

Much building and builders' Hardware is being shipped, particularly to Southern Mississippi, where the outlook for the coming year is particularly bright. Into Southern Louisiana there is also a healthy movement of general Hardware. Some of the mills are buying mill supplies, but not to any larger extent than was the case one year ago.

Into Mississippi there is a fairly good demand for building Hardware, for a number of improvements were so far under way prior to the drop in cotton that to call them off would have resulted more disastrously than to continue them. However, all the finer lines of trade into this section have practically ceased. There is no Hardware of the ornamental sort going out with any great strength.

As a rule, the middlemen, who had bought over the market for the holiday trade, have, by their almost complete cessation during the three weeks including the end of December and the beginning of January, almost caught up with their stocks, and it is deemed probable that the apparent betterment of trade during the past week has been due to the forced purchases from this source.

Among the rice planters there is considerable buying of a lethargic sort, that might be healthier, but is deemed rather better than was anticipated. Their purchases of implements are less than was looked for, and it is believed that many of the rice planters will attempt to use the implements in their section which the reduced cotton acreage will make idle for the cotton planters.

EVENTS IN THE CITY.

In the city there promises to be disturbances again of a sort that may tie up the building trades for the Spring, and thus do away with a good part of the anticipated demand for building supplies and builders' Hardware. The carpenters, bricklayers and plumbers are discussing strike terms to go into effect about April 1. The demands will probably be for a slight increase in wages, and for union recognition—demands defeated last season. The demands will assuredly be refused.

In the closing days of the old year, however, there was granted a $2,500,000 contract that will bring at least one sort of building material into demand. The Rock-Island-Frisco system let to James C. Stewart & Co., the contract for the erection and excavation of the ship slip at Port Chalmette, below the city, to be 1,700 feet long and 250 feet across, with concrete walls twenty feet thick at the bottom, extending from 50 feet below low water to a point above the highest high water yet known.

In addition there is building in sight to amount to $5,000,000 for the city in case the strikers do not carry out their threats. This does not include the sewerage and paving work now undertaken by the city.

CONVENTION SOCIETIES.

During the week the Executive Committee of the Southern Machinery and Supply Dealers' Association met in the St. Charles Hotel, in New Orleans, to select dates for the convention of the organization to be held during the Spring. The meeting fixed on Savannah, for April 25, 26, 27. The last meeting was in Old Point Comfort.

These members of the committee were present: Peter Blow, of Knoxville, president of the association; C. B. Carter, of Knoxville, secretary and treasurer; George Denny, of Savannah, Ga.; C. H. Briggs, of Dallas, Texas; John Doyle, of Nashville, Tenn.; George B. Smith, of Richmond, Va.; George Strem, of New Orleans, and John Christopher, of Jacksonville. Mr. Christopher is chairman of the Manufacturers' Committee of the Association.

The towns applying for the convention were: New Orleans, Savannah and Knoxville.

All the members of the committee took occasion to comment while they were in the city on the remarkable year that the men in their lines had enjoyed, particularly in the machinery and supplies to the section of the South where cotton is the chief source of wealth. It was said that the membership of the organization had grown steadily during the past year.

According to the figures recently issued by the New Orleans Custom House, the exports of agricultural implements for the year 1904 amounted to $842,000, showing a slight increase over the year before. The bulk of this went to Central and Spanish American ports, although several large shipments were sent to the Black Sea, and some to South Africa.

During the week the cutlery store of Adolph Tittur, 632 Commercial Alley, was raided by some enterprising burglars, who got away with stock estimated to be worth more than $1,000. A discriminating taste was evidenced by the thieves, who picked out the best razors, pocketknives and tableware they could lay their hands to.

A new steamer has been placed in the New Orleans and Central American ports. Vaccaro Brothers & Co. have put in the vessel, an English chartered vessel, larger than any other vessel now in the trade, giving access for exporters to several new ports.

Captain T. J. Woodward, of Woodward-Wight & Co., is being mentioned prominently for the postmastership in New Orleans. He is understood not to be an active candidate, but simply a receptive one in case the present applicant with the backing of the party machinery does not win the approval of the administration.

FIRE AT WINDSOR, ONT.

WINDSOR, Ont., Jan. 10.—Fighting fire amid the crack of bullets and the occasional report of cans of powder was the strenuous task of the Windsor Fire Department this morning at a bad fire in Nelson & Ross' Hardware store. The fire started in some unknown manner in the paint and oil department in the basement. The whole stock and building were entirely destroyed, as well as stocks in adjoining stores. The firemen and the apparatus were coated with ice, and a strong wind helped the flames. Assistance was summoned from Detroit, and a fireboat and firemen from Detroit succeeded in subduing the fire, which at one time threatened to destroy many places of business in Windsor's downtown district. The total loss is estimated at between fifty and sixty thousand dollars, fully covered by insurance. The Nelson stock was inventoried a short time ago at $35,000, while the building, which was owned by the Nelson estate, was valued at $10,000. The firm carried about $40,000 insurance on stock and building.

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OUR BRITISH LETTER.

(From our Special Correspondent.)

London, January 14th, 1905.

THE OPENING OF THE NEW YEAR.

Already commercial activity has begun and many business houses have completed their plans for future campaigns. Ironmongers have recovered from the extra work of Christmas trade and Twelfth Night—the traditional date on which holly and mistletoe, once thought necessary reminders of the festive season, were burned—is past, and Hardware windows have assumed their usual every-day garb. Several London ironmongers—notably Benetfink's in Cheapside—made wonderfully artistic displays of fancy goods, and from the way they were gradually thinned during the days preceding Christmas proved very profitable. Enquiries among provincial ironmongers, even in small towns with but from five to six thousand inhabitants, showed that they too reaped considerable benefit from well-dressed windows. The tales told by window dressers and salesmen confirm the opinion I have long held that those ironmongers who devote time and space to display, attract customers and increase business thereby.

LONDON IRONMONGERS PAST AND PRESENT.

The London Ironmongers' Association dinner will take place on the 25th of this month, and will doubtless be well attended. The president, Alderman Pond, is very popular, and the Hon. secretary, E. H. Timpson of Ealing, the son of the ex-president, Councillor H. S. Timpson, is energetic and loses no opportunity for pushing the claims of the London association. The second examination of assistants under the auspices of the Ironmongers' Federated Association has now been definitely settled, and will take place on March 2d. It is to be held in the Ancient Hall of the Worshipful Company of Ironmongers, that old-world guild which, like so many of the London Guilds has outgrown its original character and the trade purposes for which it was designed. However, it has once more been brought into close touch with the Hardwaremen of this country, and it is hoped that the fact of opening its beautiful hall, full of ancient memories, for the purposes of a modern examination of assistants may pave the way to still further concessions. Why should not the funds of the company formed centuries ago for the protection of trade, and the promotion of the best interests of Hardware dealers and craftsmen of medæival London be spent upon forwarding the education of present-day assistants? is a question often asked. Such unions, on modern lines, as those formed by the Hardwaremen of centuries ago, who accumulated funded possessions, are needed badly now. The associations of traders in England have but touched the fringe of grievances waiting to be redressed. It is not trade unionism that is wanted, but friendly co-operation and fraternal association such as the I. F. A. (Ironmongers' Federated Association) offers.

THE PROSPECTS OF TRADE IN 1905.

The prospects of trade in Great Britain during the present year are somewhat mixed, and those manufacturers and merchants who have experienced a long season of quiet do not look forward very hopefully to the immediate future. On the other hand, manufacturers who do good export business as well as home trade are by no means despondent; indeed, many are confident that there is a good time before them during the Spring and Summer months of 1905. Retail ironmongers in this country do not exhibit any exuberant joy at the prospects before them, although they have little real cause for despondency. There are many signs of better trade and even of a brisk demand for more Hardware before long. The recent depression in the Midlands and in the Lancashire district affected the retailers of those localities seriously, but the chief cause of bad trade in the latter area has been removed. The good cotton crops in America point to low prices of raw material prevailing for some time to come; the active enquiries and additional orders coming in seem to guarantee mills working full time, and even overtime, for an indefinite period. The assurance of steady incomes—although possibly small—being earned by the bread winners, gives confidence and brings buyers into the Hardware emporiums of small shopkeepers, who in their turn can pay for the goods they have purchased and buy more. The fairly good harvest reaped throughout all the agricultural districts of Great Britain during the autumn of 1904 means better trade in the rural districts and market towns. This again will enable traders to place more orders for machines and ironmongery, resulting in instructions being mailed by merchants and factors for further supplies of American implements, harvesting machinery and Hardware.

AMERICAN MERCHANTS IN GREAT BRITAIN.

Domestic novelties are very likely to be called for in great numbers this year. I had a farewell letter, just before Christmas, from Walter P. Notcutt of Holborn Viaduct, who was then on the eve of leaving London for the States on a business tour. He intends visiting some of the manufacturers of American domestic sundries and will doubtless pick up some good things. He has been a successful dealer in such articles for many years, and specializes upon American goods. Markt & Co., of 20 Chapel Street, E. C., inform me they are doing well in American guns and pistols; the "Queen" and other special lines made by the Markham Air Rifle Co., of Plymouth, Michigan, are very popular with their numerous clients. The season is now coming on for perambulators and mail carts—nearly all the new cars are built on American types, and the beautiful rattan-cane bodies, first introduced in the States, are almost universally adopted. The Richardson Manufacturing Co., of Worcester, Mass., are very enterprising people and conduct a big business from their European office, 149 Queen Victoria Street, E. C. The machines they principally handle are the "Worcester" mower, the "Bullard" Hay Tedder and the "Worcester" Hay Rake. They also do good business with the "Kemp" manure spreader, the sale for which is under the management of George King, a typical American, who makes an excellent demonstrator and keeps the business in this department going with a thorough Yankee swing.

BRITISH AND AMERICAN ALMANACS AND CALENDARS CONTRASTED.

The New Year has brought its usual crop of almanacs, calendars and booklets. I have examined a large number of such publications, and am bound to say that they fall far short of the standard raised in the States. Taken as a whole English firms do not realize the advantages accruing from the distribution of bright and smart advertising mediums. Agricultural implement firms appear to be ahead of the makers of Hardware, not only in Great Britain, but on the continent of Europe, as well as in the United States of America. The smart calendars published by the Deering, Plano, and other branches of the International Harvester Company, are really good things, and it is little to be wondered at that the International Harvester Company think they cannot do better than reproduce them in the advertising columns of the trade journals they patronize.

CHANGES IN BRITISH REPRESENTATION.

Most of the important divisions of the International Harvester Company have direct representation in this country. Some changes have just been made in connection with the Plano Division. A limited company has been formed henceforth to be known as the Osborne-Plano Company, Ltd., under the control of which the machines made by the Plano Division and by the firm of D. M. Osborne & Co. (whose machines are so popular in England) will be handled. Another important change in the agricultural implement world is the disappearance of the direct representation of the Frost & Wood Company, Ltd. The business of that firm has been transferred to G. F. Thackray & Co. of Victoria Foundry, Huntingdon.

GLASS WALLS FOR BUILDINGS.

An architect in the State of Iowa has devised a method of using glass for the outer walls of residences and public buildings, which he believes to be superior in all respects to other materials. His system provides for a steel framework supported by brackets attached to the beams of the floors, in duplicate, making two walls of opalescent wire glass, the glass being set in the framework.

The glass walls are, approximately, a foot apart, making an insulating dead air space to prevent loss of heat in winter and prevent undue heat in summer.

This system of construction allows of any arrangement of floor plan, because windows are unnecessary. The exterior will admit of any style of treatment.

The glass wall is fire resisting to a practical degree. It has been demonstrated that wire glass will resist a hot fire, and though it would be unnecessary to replace it the fire damage would be local and easily repaired.

The inside treatment allows of a marble wainscoting half-way to the ceiling, with glass over, so that wall space is available for desks, counters, shelving, etc., on all sides of a room. At the same time more light is produced than with windows.

The cost, compared to stone, terra cotta or brick, would be from a quarter to a third less for the outer walls.—*Exchange.*

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DUCHARMES NEW CATALOGUE.

The Ducharmes & Co., Shelbourne Falls, Mass., manufacturers of high grade tools, have issued their No. 1 catalogue, a neat book, in pamphlet form, finely printed on excellent paper, illustrated throughout. This concern makes a specialty of hand forged, hardened and tempered screw drivers, using positively none but the highest grade stock in both steel and handles. They guarantee each driver to the trade, and will replace, free of charge, any that break, bend or are not perfect in all respects. Each driver is tested to break a screwhead in its size. The blades are driven into the handle and riveted with an iron pin, making it impossible for blade to work loose. Besides screw drivers they make ice picks, scratch awls, and a nail set and punch. The last named, they state, is something the trade have long been looking for, one that will stand the racket. This they claim will not bend or break and they intend to keep the quality right up to the mark. It is made from the very best steel obtainable. At the back of their book they give a neat and compact list of prices which will be found very handy. Write at once for Catalogue No. 1.

TIME TO STOCK UP ON



BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. **Get the profits yourself.** See your jobber about it without delay.

Black Satin Polish Co.
107 Chambers St., NEW YORK.



The Winds of Competition

Wreck many a house while they make the reputation of Daus' "Tip-Top" Duplicator soar all the higher



Daus' Tip-Top Duplicator Meets Every Emergency

Manifold rush work of any kind; bills, circulars, invoices, letters 50—75—100—1,000 or more can be struck off in less than 20 minutes. $5. buys it. Full instructions with each machine. Try it for a week without deposit. Further information is the matter of a postal—Send it to-day.

THE FELIX P. J. DAUS DUPLICATOR CO.,
111 John St., New York, U. S. A.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JANUARY 10, 1905.

376,102. Step Ladder. J. T. Miller, Chicago, Ill.
376,191. Hand Vise or Clamp. A. H. George, Passaic, N. J.
376,258. Bolt. J. Potter, Morrellville, Pa.
376,276. Chisel. J. R. Bailey, Brooklyn, N. Y.
376,396. Pipe Wrench. D. R. Porter, Chelsea, Mass.
376,413. Tool Handle. W. Millspaugh, Middletown, N. Y.

PATENTS ISSUED JANUARY 10, 1905.

779,417. Skate. P. W. Finkle, Toronto, Canada.
779,489. Wrench. M. C. Morrison, Bar Harbor, Me.
779,503. Fountain Dauber. F. D. E. Robbins, Lansing, Mich.
779,542. Carpet Sweeper. W. D. Hodson, Marion, Ind.
779,843. Fish Hook. C. Fredericks, New York, N. Y.
779,847. Burglar Alarm. O. B. Hansom, Chicago, Ill.
779,917. Door Check. C. Elligen, Santa Barbara, Cal.
779,923. Fire Extinguisher. H. M. Gillett, Grand Rapids, Mich.
779,924. Flower Holder. P. Gommel, Rochester, N. Y.
779,932. Cuspidor. M. S. Hart, Vincennes, Ind.
779,937. Fish Line Bob. L. J. Holt, Phillips, Me.
779,957. Scissors. A. M. Minter, Bridgeport, Conn.

PATENTS EXPIRED JANUARY 17, 1905.

376,439. Floor Clamp. C. E. Holmes, Haverhill, Mass.
376,455. Bench Plane. J. A. Traut, New Britain, Conn.
376,539. Shutter Worker. J. K. McGukin, Newark, N. J.
376,557. Bit Holder for Bit Stocks. H. Smiley, Boston, Mass.
376,572. Hose Reel. J. H. Bacon, Homer, N. Y.
376,577. Can Opener. H. Bruckerman, Table Rock, Cal.
376,596. Combined Scissors and File. C. H. Pawley, New York, N. Y.
376,711. Wringing Attachment for Mops. C. L. Fortin, Whitehall, N. Y.

PATENTS ISSUED JANUARY 17, 1905.

780,067. Safety Razor or Razor Guard. A. W. Scheuber, Hoboken, N. J.
780,172. Blind-Slat Adjuster. J. Hatfield, Brooklyn, N. Y.
780,212. Can Opener. T. T. Merriman, Medford, Oregon.
780,233. Safety Razor Frame. A. W. Scheuber, Hoboken, N. J.
780,259. Safety Razor. J. E. Baker, New York, N. Y.
780,298. Door Mat. T. J. MacCarthy, Holyoke, Mass.
780,305. Wrench. H. H. Riggin, Altoona, Pa.
780,323. Faucet and Line Stop. J. L. Campbell, Butler, Pa.
780,350. Can Opener. M. H. Johnston, Galesburg, Ill.
780,389. Sliding Door Hanger. G. Vogt and J. Miller, Covington, Ky.
780,441. Flush Hinge Door. F. W. Von Oven, Aurora, Ill.

Nichols Brothers, Greenfield, Mass., have recently placed in the hands of their patrons a 1904 catalogue exploiting the knives, cleavers and steels, butcher's saw blades in coils, etc., of their manufacture, which catalogue makes void all previous editions. It is now twenty-five years since this firm began to make butcher knives for marketmen's use, claiming to be pioneers in making goods to take the place of English knives which were then used exclusively by American butchers. They claim their success demonstrates that they have overcome the prejudice which existed in favor of these old brands. They are still sticking to many of the old methods which won for them the reputation their brand now has. Among these they mention forging and hand hammering; tempering by a process used exclusively by them after hardening in oil; grinding by the old whetstone process, and finishing the blades by hand drawing over wheels, and not grinding on emery machines. Their book is thoroughly illustrated and will be appreciated by those interested in their line of manufacture. Secure a copy at once.

GALVESTON'S GREAT SEA WALL.

One of the greatest engineering projects ever undertaken in the United States of America appears in the great sea wall at Galveston, Texas, recently completed, which is the most extensive structure of its kind in the world. The wall measures 17,593 feet long, 16 feet wide at the base, 5 feet wide at the top and stands 17 feet above mean low tide, with a granite riprap apron extending 27 feet out on the Gulf side. The grade of Galveston is now to be raised to slope gradually from the sea wall.

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WALKER'S "QUICK AND EASY" VEGETABLE MASHER.

The Erie Specialty Company, Erie, Pa., are introducing through the Hardware and Housefurnishing trades the "Quick and Easy" Potato and Vegetable Masher No. 142, of which we furnish an



WALKER'S "QUICK AND EASY" VEGETABLE MASHER.

illustration. All parts coming in contact with the vegetables are made of malleable iron, heavily tinned. The potato and other vegetables are mashed through a fine rack of steel bars placed 1-16 inch apart, into the pan below, leaving them light, fluffy and free from lumps. All parts are quickly and easily removed for cleaning. There is no waste, as the masher, which is strongly constructed, cleans itself. This machine is largely used in hotels, restaurants, hospitals, colleges and in fact any place where one bushel or less are required. A larger size, No. 141 is called into use where a greater quantity is needed.

MINUTE WATCHMAKING SCREWS.

The fourth jewel screw of almost any of the standard American makes of watches is so small that to the naked eye it looks like a mere speck of metal. It must necessarily be perfect in all respects. When examined under a powerful microscope it is seen that the threads averaged 260 to the inch. It is exactly four one-hundredths of an inch in diameter and over 50,000 could be packed into a lady's thimble with ease. Counting these screws is never attempted, of course, but 100 are weighed on a delicate steelyard and the total number of an output is arrived at by comparing the gross weight with the weight of these. Such tiny screws can only be made in large numbers by machinery, and the operation attending their manufacture is one of the most delicate things in watchmaking.

A POCKET UMBRELLA.

An inventor living in Minneapolis, Minn., has devised a 26-inch umbrella which will fold up, frame and all, into a little case to be carried in the pocket. The handle and all the ribs consist of fine and very strong steel tubes in sections, which telescope one inside of the other. The covering is of very fine silk, which takes up but little room. The wooden handle of the umbrella is hollow, and receives all the rest of the telescoping umbrella rod when shut up. A small and light case, not too big for the pocket, is provided to contain the whole.—*Exchange.*

SENTENCE SERMONS.

Good cheer is half of good courage.
Character is the only true culture.
Borrowed trouble always comes to abide.
When a man has fame he does not know it.
The cynic gets his opinions before the mirror.
A little cant can spoil a whole lot of consecration.
No soul was ever saved by a scheme of salvation.
The crudest truth is better than the most cultured lie.
Trickery in the pulpit does not make truth in the pews.
He who will not pray for others cannot pray for himself.
No man gains anything until he is willing to lose everything.
It will take more than gold-loving hearts to make the golden age.
What the church needs is not fortifying so much as filling with life.
You cannot cover sin by offering 3 per cent. of the spoils to the church.

MAYHEW TOOLS

Are record breakers for quality.

They have "stolen the march" on many similar tools in respect to salability.

If your stock of small Tools is low stock up with Mayhew's.

Our best testimonial of their excellence are duplicate orders.

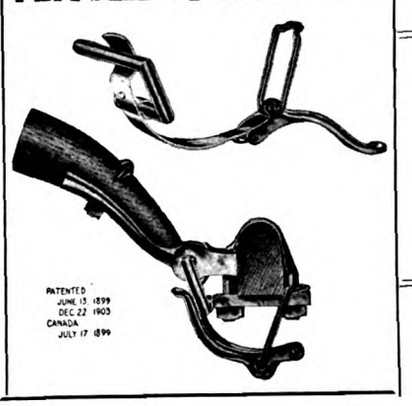
Write us to-day and be convinced.

H. H. MAYHEW CO.
Shelburne Falls, Mass.

S

502,272 Fernald Quick-Shifters sold during 1904.

The Improved
FERNALD QUICK-SHIFT



If your jobber does not handle them write us for name of one who does.

FERNALD MFG. COMPANY,
NORTH EAST, PA.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Concord, N. C.—The Ritchie Hardware Company has been incorporated. Capital stock, $100,000.

Cottonwood, Minn.—The Cottonwood Hardware Company has been incorporated with a capital of $20,000 to do a general Hardware business. G. A. Arneson, Anton E. Anderson, Arney O. Arneson and Andrew Rossland are incorporators.

Forney, Texas.—Farmers' Hardware & Saddlery Company has been incorporated; capital stock, $10,000. Incorporated by W. O. Pinson, J. M. Davis, Jr., and T. H. Arnold.

Ft. Atkinson, Wis.—Hager Bros.' Company has been incorporated to do a general Hardware business; capital, $6,000; incorporators, Edward C. Hager, John N. Hager, and Charles H. Hager.

Hot Springs, Ark.—The Johnson Hardware Company has been incorporated; capital stock, $25,000. Incorporators are C. C. Rose, president; G. H. Lyon, vice-president, and E. R. Johnson, secretary.

Houston, Texas.—Fuller Cook Hardware Company has been incorporated; capital stock, $75,000. Incorporators, L. T. Fuller, Henry Cook and M. D. Fuller.

Houston, Texas.—The firm of C. L. & Theo. Bering, Jr., succeeded by C. L. & Theo. Bering, Jr., incorporated; capital stock $60,000. The officers are: C. L. Bering, president; Theo. Bering, Jr., vice-president and treasurer; R. A. Bond, secretary.

Johnson City, Tenn.—The Barton-Nuchols Hardware Company has been incorporated with a capital stock of $16,000. Incorporators: Wm. J. Barton, Chas. Nuchols, J. M. Buck, Frank S. Lee and Thos. A. Cox.

Knoxville, Tenn.—The E. B. Woodruff Hardware Company, of Knoxville, has been incorporated. The capital stock is $25,000. E. B. Woodruff, W. W. Cleland and Alice Matthews are incorporators. They will build a five-story building and on the same plan as the building that was recently destroyed by fire.

Marion, S. C.—The Marion Hardware Company has been incorporated with $10,000 capital, and M. Baumoth as president.

Nashville, Tenn.—James A. Crutchfield, Harry Anderson, of this city, and E. S. Rucker, of Rutherford County, have formed a partnership and have opened at 145 North Second Avenue a wholesale and retail Hardware house. James A. Crutchfield, senior member of the new firm, was for years a partner of Keith, Simmons & Company, and is by experience well qualified to manage the business. Mr. Rucker will have charge of the office and Messrs. Crutchfield and Anderson will have charge of the stock and sales.

New York, N. Y.—M. Eberhard & Son Company has been incorporated. Objects, Hardware and tools; capital, $50,000. Incorporators and directors for the first year: Chas. Eberhart, Marcus Eberhart, Emma Eberhart, New York City.

New York, N. Y.—Sam S. Glauber Company has been incorporated (crockery, Hardware;) capital, $10,000. Directors—S. S. Glauber, Emily Glauber, Sigmund Smolka, New York.

Richmond, Ind.—The McConeha & Taylor Company has been incorporated with a capital stock of $10,000 to engage in the sale of vehicles and implements.

Rochester, N. Y.—The Pritchard-Strong Company has been incorporated. Capital, $100,000, to make Hardware and novelties. The directors are Henry A. and Henry Strong, Albert R. and Thomas B. Pritchard.

Roswell, N. Mex.—Morrow & Tannehill has been incorporated to carry on a general wholesale and retail Hardware and plumbing business; capital stock, $60,000. Incorporators: Ed. Seay, Lisle B. Tannehill, Charles C. Tannehill, Herman L. Gill and Hugh R. Morrow.

South Pasadena, Cal.—Live Hardware Company has been incorporated. Directors: Harry E. Thomas, George W. Lawyer, John E. Thomas, Edgar N. Thomas and John E. Carson of South Pasadena. Capital stock, $10,000, paid in, $8,000.

St. Louis, Mo.—P. Burns Saddlery Company has been incorporated by Patrick Burns, Edward V. and Robert A. Burns, to do a general saddlery and Hardware business; capital, fully paid, $90,000.

Warsaw, N. C.—The H. P. Farrior Company has been incorporated; capital, $25,000; Hardware and general mercantile business. The incorporators are Henry Farrior, F. F. Sanford and H. D. Farrior.

Waterville, N. Y.—W. G. McLean Company has been incorporated, (Hardware.) Capital $20,000, and directors: W. G. McLean, Sarah M. McLean, W. B. Suters, Waterville.

Changes.

Anniston, Ala.—The Anniston Hardware Company are adding a line of mill and furnace supplies to their large assortment of Hardware already carried.

Ashland, Ohio.—The firm of Richard & Stead has dissolved partnership, Mr. Richards having purchased Mr. Stead's interest in the Hardware business, and will conduct it himself in the future.

Barnesville, Ohio.—The McKeever Hardware Company has sold its stock to L. B. Smith & Son, who will continue the business at the same place.

Bristol, Tenn.—The new company which purchased the business of the Barker Hardware Company will change the name of the firm to the Virginia and Tennessee Hardware Company.

Burling, Kansas.—J. L. Evans has traded a farm for N. M. Jasper's half interest in the Hardware and implement business of Reid and Jasper. The style of the new firm will be Evans & Reid.

Canastota, N. Y.—J. Irving Hallagan has bought out E. L. Mason's stock in the Mason & Hallagan Company and Mr. Mason retires from the firm. Mr. Hallagan now holds two-thirds of the stock in the company and William H. Patten the remainder.

Carlisle, Ind.—The firm of Roberts & Alumbaugh, Hardware and implement dealers of this place, has dissolved partnership. This firm has been in the Hardware business in Carlisle for more than twenty-two years. Mr. Alumbaugh retains the Hardware and implement business. Associated with Mr. Alumbaugh will be his son, Harry T. Alumbaugh, and Charles A. Griffin. The latter two will have direct management of the store, each having a third interest in the business.

Colfax, Ill.—H. L. Eggers has purchased the La Rue Bros.' stock of Hardware and will move his stock of harness to that building.

Colton, Wash.—The Kier Hardware Co. has traded its stock of Hardware to A. J. Leavitt of Garfield for a farm of 160 acres.

Dallas, Texas.—The Kenyon Hardware Company has sold its entire stock of Hardware to Thornhill & Malone.

Dallas, Texas.—The property now occupied by the firm of Huey & Philp Hardware Company has been transferred by J. E. Whiteselle and A. V. Lane, executors of the estate of the late Mr. Huey, to the Huey & Philp Hardware Company for the sum of $100,000.

Little Rock, Ark.—Brown & Company and the Camden Machinery & Supply Company have consolidated as the Camden Hardware & Mill Supply Company, with a capital stock of $75,000, and J. B. McCaughey and C. R. Benson, managers.

Ludlow, Ill.—Louis Ledderboge of Rantoul, has bought a half interest in the Hardware and implement business of D. E. Whitmore.

Machias, Me.—W. H. Foss has purchased the entire stock of Crane Brothers Hardware business on Main Street.

Middletown, N. Y.—The Hardware firm of Galloway, Ayres & Galloway has dissolved partnership. George W. Galloway, the senior member of the firm, who is in poor health, retires and the business will hereafter be carried on by John H. Galloway and Frank B. Ayres, under the firm name of Ayres & Galloway.

Pekin, Ill.—Anderson Meyers has sold his Hardware store to Smith Hancock, of Peoria.

Peoria, Ill.—H. S. Hancock has purchased the Hardware stock and business of Anderson Meyer.

Prescott, Ark.—The Prescott Hardware Company are building an addition to their already large store, making it one of the largest buildings in the State, 67x300 feet.

Ritzville, Wash.—The Ritzville Trading Company has been formed with a capital of $150,000, and commenced business as a department store January 1. The company was formed by the consolidation of the Ritzville Hardware Company, and Kendrick & Company interests.

Rosenberg, Texas.—The firm of Hillyer & Marshall of this place sold their Hardware stock to William Morwood & Son.

Sandusky, Ohio.—The Arend Brothers Hardware Company has been sold to Gordon & Sherley, of Elkhart, Ind. They will continue the business.

Sioux City, Iowa.—The Simmons Hardware Company of St. Louis has leased a big building here and will enter the wholesale and jobbing field of this territory.

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Perfect Typewriting Cannot be Secured Without These Two Essential Features.

THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

THE HAMMOND TYPEWRITER

ASK FOR "AGENCY"



Sent for $3.50— you pay freight, or freight prepaid for **$4** if in the U. S. east of the Rocky Mountains, north of North Carolina and New Mexico.

The Comfort Swing Chair is advertised in popular magazines. The above is a reproduction (reduced size). The Comfort Chair is sold only through the trade. Write us at once to learn of our "Agency" plan.

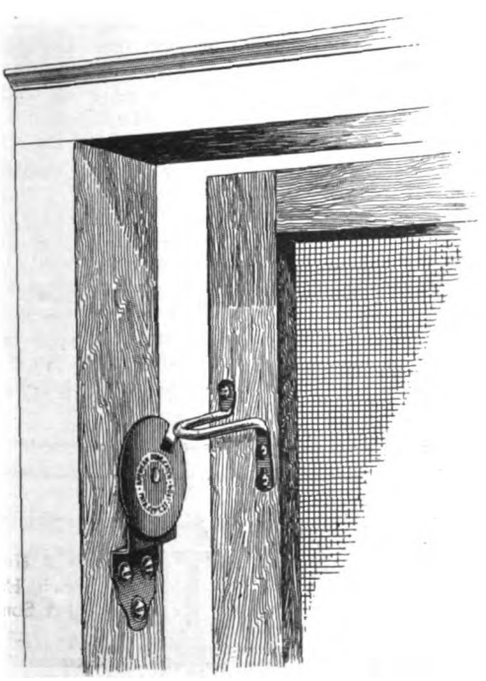
HAGGARD & MARCUSSON CO.,
425 S Canal St., Chicago, U. S. A.

COMFORT SWING CHAIR

MR. HARDWARE DEALER OF 1905

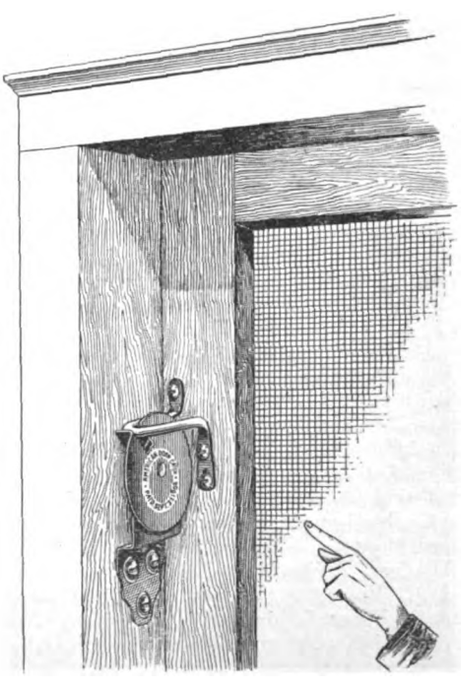
HAVE YOU SEEN A WORKING MODEL OF

THE AMERICAN DOOR CATCH



See
The Circle Action
It
Goes Over The
Center

Simple, Positive
Strong and Silent



We pack each catch, complete in envelope with screws, staple, and cardboard templet, with instructions for attaching. The templet locates the position of screw holes in door and casing, so that any person can attach it. When the customer has the envelope they have it all.

One dozen envelopes in a carton with swing cover showing 2 display cards. Cover remains open on counter showing advantages of Catch.

If you have not seen a model of the American Door Catch, ask your jobber, or write us direct, and we will express one prepaid, no charge.

Do not specify Spring order for screen door catches until you have seen a working model of the American, or an envelope showing how they are packed, and the price. Then use your judgment.

AMERICAN HARDWARE MFG. CO., Ottawa, Ill., U. S. A.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Akron, Ohio.—The Fiebeger Heating Co. has been incorporated, with a capital stock of $50,000, by Frank and Grace Fiebeger; C. I. Bruner, H. J. Hough and Frank Nolte.

Barnesville, Ohio.—The Imperial Enamel & Stamping Company has been organized with a capital stock of $75,000.

Bluffton, Ind.—Herbert North and L. C. Justus have organized what will be known as the Hoosier Handle Co., and have bought the H. J. Weible handle factory, intending to move here from Delphos.

Cairo, Ill.—Advance Manufacturing Co. has been incorporated; capital $100,000; manufacturing agricultural implements; incorporators Clarence B. Cummins, Lewis S. James, John T. Lynch.

Camden, N. J.—The Culm Heater Co. has been incorporated. Stoves and ranges. Capital, $300,000. Subscribers: H. K. Kriebel, Oscar C. Schmidt, Warren F. Martin, L. A. Oliver, Leon Berry, all of Camden.

Canton, Ohio.—The H. L. Hurst Manufacturing Company has been incorporated; capital $3,000; incorporated by H. L. Hurst, W. R. Hurst, F. M. Hurst, Helen B. Hurst and John M. Bemis. They will make light Hardware.

Castile, N. Y.—The Castile Chilled Plow Co. has been incorporated. Objects, farm implements. Capital, $20,000. Incorporators: A. L. Shumaker, Jenny T. Shumaker, F. W. Shumaker.

Chicago, Ill.—J. Cihalewski Farm Mill Manufacturing Company has been incorporated; capital, $10,000; manufacturing farm implements, tools and machinery; incorporators, G. A. Ramsey, Arthur T. Gait, C. Clendenning.

Chicago, Ill.—The Ecker Pressing Machine Co. has been incorporated. Capital, $12,000. Manufacturing machinery and Hardware. Incorporators: Jacob Ecker, William Zoeller.

Chicago, Ill.—The Hovland-Payson Co. has been incorporated. Capital, $5,000. Manufacturing Hardware. Incorporators: J. S. Hovland, J R. Payson, J. R. Bierman.

Evansville, Ind.—The E. B. Osage Co. has been incorporated. Capital stock, $10,000. The object of the company is to manufacture roofing, cornices and Hardware. The incorporators are: E. B. Oslage, Dorothy M. Oslage, Minnie L. Paul, William J. Surpus and Joseph Reine, Jr.

Fostoria, Ohio.—The Atlas Pneumatic Tool Co. has been incorporated with a capital of $100,000. The incorporators are: M. M. Carr, E. W. Allen, M. A. Thomas, Fred. C. Veon, of this city, and J. D. Hare, of Upper Sandusky. The company is to manufacture pneumatic hammers, riveters, chisels, etc.

Guthrie, Okla.—The Cleveland Tool Co., of Corsicana, has been incorporated with $25,000 capital stock. The incorporators are: J. W. Sloan, of Corsicana; J. A. McVeigh, of Sour Lake, Tex.; J. F. Maxwell, of Beaumont, Tex., with F. S. Kerr, of Cleveland, as Territorial agent.

Hartford, Conn.—The American Serial Lock Company has been incorporated with a capital stock of $100,000, to manufacture and deal in postoffice street letter boxes, mail pounches, mail bags and similar articles. The incorporators are E. Henry Hyde, Charles M. Joslyn and George H. Gilman.

Kansas City, Mo.—The Saunders Automatic Sash Lock Co. has been incorporated in Kansas City, Mo., with $50,000 capital stock.

Kittery, Me.—The Newton Manufacturing Co. has been organized for the purpose of manufacturing and dealing in Hardware, electric and other specialties, with $500,000 stock. The officers are: President, O. Sumner Paul, of Kittery; treasurer, Jesse E. Forsyth, of Kittery.

Minneapolis, Minn.—The Consolidated Manufacturing Co. has been incorporated. The capital stock is $300,000, and bowling alleys, washing machines and novelties will be manufactured. The incorporators are: Otto Munson, St. Paul; N. P. Brahy and Thomas Cunningham.

Monett, Mo.—Barnesley Bros.' Cutlery Company has been incorporated with a capital of $25,000. Incorporators: J. W. Ruggles, R. J. Parker, J. J. Davis, S. A. Chappell, W. M. West, C. W. Lennhard and others.

Nashville, Tenn.—The firm of Smith, Herrin & Baird, which has been doing business in Nashville, Tenn., for a number of years, as manufacturers and jobbers of stoves, tinware and housefurnishing goods, incorporated on January 1 as Smith, Herrin & Baird Manufacturing Co. The incorporators are: A. C. Smith, E. F. Baird, Hal Tubb, H. S. Hargis and H. S. Williamson.

Newark, N. J.—The Lockwood Manufacturing Co. has been incorporated. Novelties, lamps, etc. Capital, $125,000. Incorporators: Charles L. Ingraham, Amasa S. Curtiss, Joseph F. Schoener, Samuel W. Disbrow.

New York, N. Y.—The American Twist Drill Co. has been incorporated (tools). Capital, $50,000, and directors: R. L. Barclay, C. E. Francis, Brooklyn; A. H. Skillings, New York.

New York, N. Y.—The Montgomery Pick & Tool Company has been incorporated; capital $50,000. Incorporators and directors for the first year: G. F. Johnson, E. R. Olcott, A. Staszewski, New York.

Port Huron, Mich.—The Wilson Saw & Machine Co. has been organized with a capital of $100,000. The new company will absorb the defunct Port Huron Steel & Screw Co. It will manufacture bicycle pedals and saws and will employ 175 men.

Rochester, N. Y.—The Adjustable Washboard Co. has been incorporated. Capital, $10,000., to manufacture and sell and buy washboards. The directors are Fred. F. Remmel, Edward Galvin and Frank Mitchell, all of Rochester.

South Bend, Ind.—The South Bend Malleable Steel Range and Stove Co. has been incorporated. Capital, $10,000. The directors and incorporators are: Harry A. Engman, Jr.; Jacob Woolverton and William L. Kizer. The company makes malleable steel ranges and has been operating here for several years.

Sterling, Ill.—The Cosey Barb-Wire Reel Co. has been incorporated. Capital, $10,000. Incorporators: Henry M. Cosey, Gerhard M. Cassens and Jonathan Frantz.

Taunton, Mass.—The Aetna Co. has been incorporated. Capital, $15,000. President, William F. Congdon; treasurer, Chester S. Godfrey.

Washington, D. C.—The Chamberlain Metal Weather Strip Co., of West Virginia, has been incorporated. Capital, $15,000. Harry C. Steeley, J. W. Jackman and Erly D. Yoder, incorporators.

Washington, D. C.—The Niles Lock Co. has been incorporated. Capital, $50,000. E. W. McCormick, B. E. T. Kretschmann and E. M. Freeman, incorporators.

Washington, D. C.—The Schell Keyless Lock Co. has been incorporated. Capital stock, $125,000. Incorporators: Milton W. Johnson, Elias P. Gantz and David Moore.

Waterbury, Conn.—The firm of Hotchkiss & Templeton has been incorporated as the Hotchkiss & Templeton Corporation. The company will manufacture Hardware and all classes of machinery, tools and implements. The authorized capital stock is $25,000 all paid. The stockholders are Charles A. Templeton, William B. Hotchkiss, Harriet F. Hotchkiss and Martha A. Templeton, all of Waterbury.

Changes.

Belleville, Mo.—The Sucker State Drill Co. has disposed of its entire stock and plant of the Hayes Pump and Planter Co., of Galva, Ill. The works will be shut down permanently.

Canastota, N. Y.—The Patten and Stafford Co. has begun the manufacture of an improved lawn mower.

Cincinnati, Ohio.—The Dana Manufacturing Co., manufacturers of ice cream freezers, have purchased a tract of land in Norwood, covering about five acres, at a cost of about $15,000, on which the company expects to make improvements that will reach $30,000 or more in buildings.

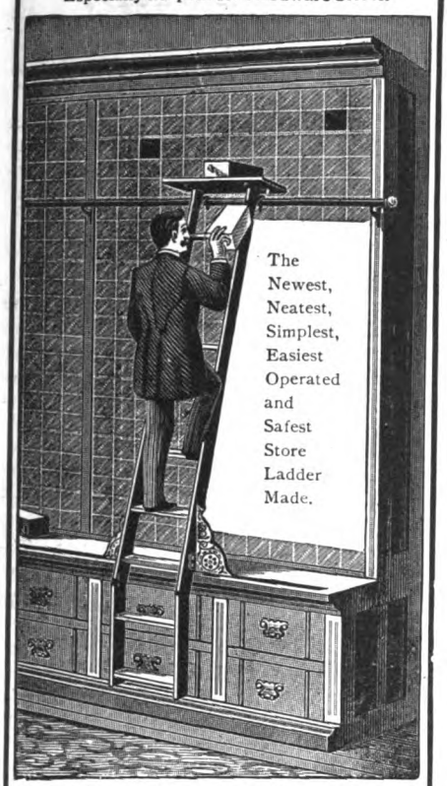
Cleveland, Ohio.—The Cleveland Hardware Co. has let contracts for the construction of a large factory building to be erected during the Spring on Hamilton Street.

Milwaukee, Wis.—The Cutler Hammer Manufacturing Co. has increased its capital stock from $500,000 to $1,000,000. Frank R. Bacon is president of this company, and Arthur W. Berresford, secretary. Part of the additional capital will be used in equipping a new plant which the company is just completing.

PATENTS
procured promptly and with care in all countries. Also trade marks and copyrights.
DAVIS & DAVIS
ATTORNEYS-AT-LAW.
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

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The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.



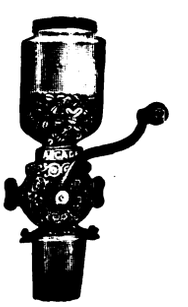
BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York





Hear Ye! Good Hardware Men

Be It Known,



The ARCADE COMPANY
of FREEPORT, ILLINOIS



have issued for the benefit of the hardware trade a handsomely printed Catalogue filled with terse descriptions and neat illustrations of the many needful articles for the progressive hardware store, manufactured by them.

You will need this catalogue for reference this coming year.

A postal brings it and "bed rock prices," too.

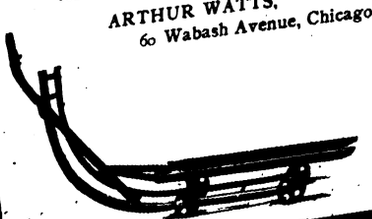
SELLING AGENCIES:

HERNI KORNAHRENS,
111 Murray Street, New York.

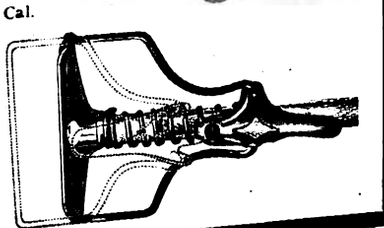
ARTHUR WATTS,
60 Wabash Avenue, Chicago, Ill.

JOHN T. ROWNTREE,
323 Realto Building, San Francisco, Cal.

J. E. FORSEE & SON,
321 Chemical Building, St. Louis, Mo.







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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Meriden, Conn.—The Meriden Firearms Company will be the name by which the Sears & Roebuck concern that has bought the Meriden Malleable Iron plant will be known when it begins business here. It is expected that on or before February 1, the company will be in full operation. The branch of the immense line of goods that the Sears & Roebuck Company carries, which is to be made here, will consist of firearms entirely, shot guns, rifles and pistols.

Oakland, Cal.—William J. and Clarence H. Lancaster have recently established a business at 109 San Pablo Avenue, to deal in just three lines: Sporting Goods, Tools and Cutlery, of which they will carry complete lines. The sporting goods department will ambrace complete stocks of guns and ammunition of every make, fishing tackle of all kinds, hunting garments and athletic and gymnasium equipment. An extra fine line of guns, both rifles and shot guns, will be kept for rental at reasonable rates. Clarence Lancaster has been connected with the Freeman and Pierce Hardware stores in Oakland and the C. H. Philpott store in San Francisco, having served in the sporting goods department in the latter place.

Oneida, N. Y.—The Oneida Fishing Reel Company has been incorporated for the purpose of engaging in the manufacture and sale of an automatic reel invented by J. H. Van Horn. The capital stock is $5,000.

Toledo, Ohio.—The Union Fire Arms Company, which formerly held a charter under the laws of New Jersey, has been incorporated under Ohio laws, with a capital of $200,000. The incorporators are John Wickenheiser, John H. Householder, A. B. Tilinghast, George B. Colton and Geo. E. Rouse.

Washington, D. C.—New Process Rubber Company has been incorporated; capital stock, $1,000,000; incorporators, Lawrence Hufty, John R. Lang, Jr., and Thos. G. Miller.

Wharton, N. J.—Eagle Powder & Chemical Company has been incorporated; agent, H. C. Hazzard; to manufacture and sell explosives of all kinds; capital $25,000. Incorporators: R. M. Cushing, R. B. Cushing, E. W. Cushing, New York.

Changes.

Akron, Ohio.—The Enterprise Manufacturing Company, manufacturer of Pflueger's fishing tackle, has lately installed considerable new machinery and materially increased its capacity.

Bristol, Conn.—The capital stock of the Horton Manufacturing Company has been increased from $50.000 to $100,000, and is paid out of the surplus. The concern manufactures steel fishing rods.

Sharon, Pa.—The Driggs-Seabury Ordnance Corporation have decided upon a further extension of its works now in course of erection here. The shell building will be enlarged by 100 feet. The company expects to start its works in three weeks. Rapid fire guns from one up to six inches and projectiles will be manufactured. The plant will afford employment to 500 hands.

Miscellaneous.

Camden, N. J.—Officers for 1905 were elected by the Stockton Wheelmen, as follows: President, John E. Cullingford; vice president, Joseph Gondolfo; recording secretary, Albert Reidinger; financial secretary, Adolph Bothe; treasurer, Frank A. Williams; board of trustees, Fred. Jones, Charles P. Johnston and Thomas Richards.

Lebanon, Pa.—The Century Wheelmen held their annual meeting recently in the clubhouse, on North Ninth Street. The following officers were elected for the coming year: President, Edward Snavely; vice president, Walter Hartz; financial secretary, Charles G. Gebhard; recording secretary, Carl Hermann; treasurer, Charles C. Frantz; captain, Harry Frost. All the officers elected constitute the Board of Directors of the organization.

Madison, Wis.—Cyclists in Wisconsin will not have to pay taxes on their machines this year owing to a law which went into effect January 1. The law was passed at the last session of the State Legislature, and it removed bicycles from the list of taxable personal property.

New York, N. Y.—At the meeting held January 9th, the Associated Cycling Clubs, of New York, decided to hold a 25-mile road race the coming season. The date of the contest will be fixed later, and all other arrangements will be left with the race committee.

North Topeka, Kan.—Sprague Chase has moved his Hardware store from the H. M. Clime building to 420 Kansas Avenue, South.

Ritzville, Wash.—The Ritzville Hardware Co. and A. T. Kendrick & Co., general merchants, are to consolidate and form the Ritzville Trading Co. The frame building on D Street, now occupied by the Ritzville Hardware Co., will be removed and on the site a two-story brick will be erected, making three two-story brick buildings to be occupied by the new firm.

South Manchester, Conn.—Nathan B. Richards, who has been connected with the Blish Hardware Co. for some time, and F. A. Farrar have purchased the business of the Blish Hardware Co. upon the retirement of Mr. Blish from the firm.

South Norwalk, Conn.—The old establishment of Watkins & Dow, formerly known as Comstock, Watkins & Dow, has ceased to exist and the business has passed into the hands of Charles E. Dow, mayor of this city.

Springfield, Ill.—Edward C. Anderson has purchased Adams Bros.' Hardware store.

Thawville, Ill.—J. K. Jones traded his Hardware stock and building to Ray Blasdel, of Pontiac, for 640 acres of wheat land in Canada.

Troy, N. Y.—Frederick R. Blake has purchased the Hardware business of Willard W. Cooley at 822 River Street.

Urbana, Ohio.—The Hardware Supply Co., which has been carrying on a general Hardware business in Miami Street for the past few years, has dissolved partnership. Messrs. Knight and Ambrose retire from the firm, while the businesss will be continued under the old firm name in the future by James S. Robson, who has purchased the interests of his heretofore partners together with all the book accounts.

West Winfield, N. Y.—John A. Jones, of the firm of Jones & Howell, Hardware dealers, has sold his interest in the business to Everett Clark.

Utica, N. Y.—David S. Foster, a wholesale and retail Hardware and iron dealer, has just been succeeded by David S. Foster, Sons & Company, Mr. Foster admitting to partnership a number of young men who have been associated with him for years and who have helped to make his business successful.

Winneconne, Wis.—C. H. Gove of this village has recently purchased an interest in the Wilson Hardware Company. The name of the new firm is the Wilson-Gove Hardware Company.

Detroit, Mich.—The partnership concern of C. H. Blomstrom and Co. has been incorporated under the name of the C. H. Blomstrom Motor Co. The capital stock is $100,000. The incorporators are Chas. H. Blomstrom, Samuel R. Kaufman and Nathan M. Kaufman of Marquette.

Hartford, Conn.—The Empire Manufacturing Company has been incorporated to manufacture games and toys with a capital of $55,000. The incorporators are L. S. Lewis, Hartford; George B. Risley, Rocky Hill; C. J. Dorsey, Baltimore.

In addition to the general line of Hardware and house builders' and furnishers' goods, Fuller-Cook Company will make a specialty of sporting goods.

Malden, Mass.—Edward B. Belcher, a mechanical engineer, has purchased the machine shop and business of Frank P. Greene, 20 to 26 Green Street, and with increased help and facilities will continue the business, giving special attention to the repairing of automobiles.

Trenton, N. J.—The DeLask-Thropp Circular Woven Tire Company is a new concern which manufactures a circular woven wire tire, recently invented, which has met with great success in this country. Frank W. Thropp recently sailed for Europe in the interests of this automobile tire, where he will visit the principal cities of England and France and will establish agencies for the DeLask-Thropp tire.

Westport, Conn.—James Barry of Rahway, N. J. will establish an industry here for the manufacture of 4th of July fireworks novelties.

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New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.





Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

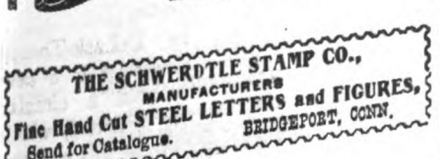
Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.
CHICAGO.











Hardwaremen's Exchange

Notices of HELP WANTED *or* SITUATIONS WANTED *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* SIDE LINE OFFERED, SIDE LINE WANTED *and* ALL OTHER NOTICES, *two cents per word. No ad. received less than three lines.*

Business Opportunity.

HARDWARE BUSINESS FOR SALE. $8,000 to $9,000, located midway between New York & Buffalo; doing retail, jobbing and mail order business. An unusual opportunity; owners desire to retire. Write for particulars. Address Hardware and Stoves, care of HARDWARE PUBLISHING CO. New York, N. Y.

Salesman Wanted.

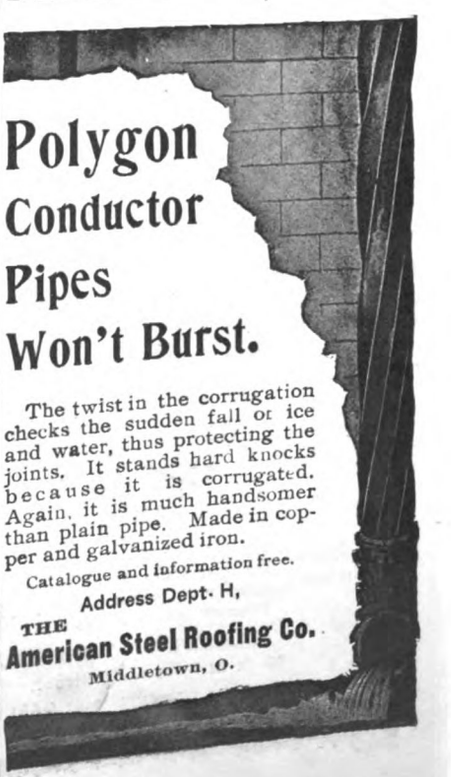
WANTED—Hardware salesman who visits retail Hardware trade throughout the States, to sell a line of specialties on commission. Address, Crescent Mfg. Co., Fremont, Ohio.

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't YOU try it?
HARDWARE PUBLISHING CO.,
309 Broadway, New York

Situation Wanted.

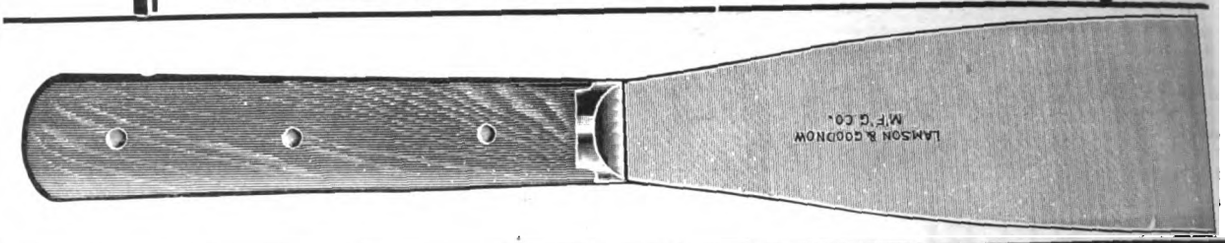
A YOUNG man of exceptional ability and energy, with past hardware experience, now filling responsible position with large manufacturing concern, desires to re-enter the hardware business to make it a life work. Could take entire charge of accounting and correspondence. Address "Gem," care HARDWARE PUBLISHING CO., 309 Broadway, New York City.



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Capture the Paint Trade

With Lamson & Goodnow Putty Knives.

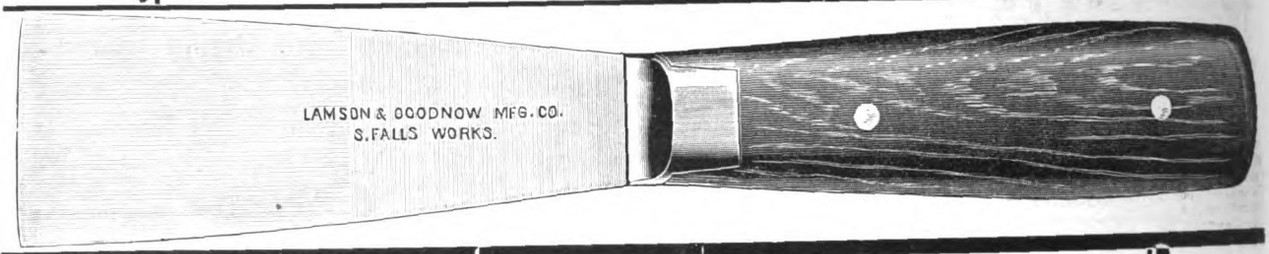


¶It is common talk among hardwaremen that L. & G. Putty Knives are Leaders—being more solid, substantial and serviceable than other makes.

¶Our best testimonial is that thousands of painters use no other kind.

¶Don't stock up on Putty Knives till you have OUR prices.

¶Write us at once—mention HARDWARE.

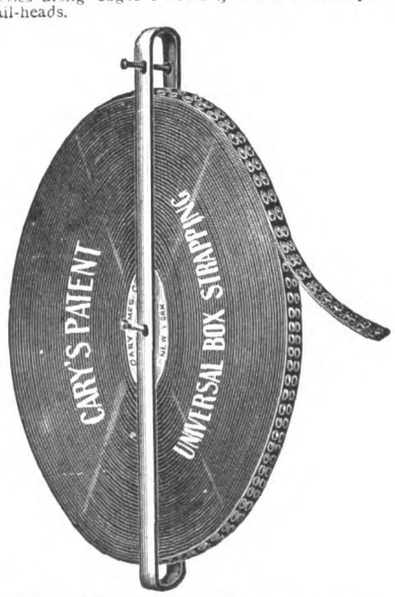


Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass., U. S. A.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



20th Century "White Flame"

Combination HEAT AND LIGHT

Attaches to any Chandelier, Wall Bracket or Portable Stand.

Gives great heat and brilliant light at one time and at one cost.

Delays "Stove and Furnace Time."

There are generally bath-rooms and other places in houses that are better for extra heat, particularly if it adds nothing beyond the cost of the usual illumination.

Must not be confounded with "old-fashioned blue flames," because it gives greater heat besides the light and is strictly **Hygienic.** Retails $1.25.

Only 8 inches diameter, but it does the work.

Send for circular and discounts.

20th Century Mfg. Co.
19 Warren Street, New York.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G D ..... per M 34@ 35c
F. L..... per M 40@ 45c
G. E..... per M 54@ 55c
Musket..... per M 65@ 66c

PRIMERS—

Berdan Primers $1.00 per M ...20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....90%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
$1 C. F., $8.50.....10&5%
22 C. F., $7.00.....10&5%
32 cal., Rim, $1.50.....10&5%
32 cal., Rim, $2.75.....10&5%
B. B. Caps Con. Ball, Swgd.....$1.90
B. B. Caps, Round Ball.....$1.40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12 14 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Yellow Rival, 1, 10, 12 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....10&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag	$1.65
Drop, B and larger per 25 lb. bag	1.90
Buck 25 lb bag	1.90
Chilled, 25 lb bag	1.90
Dust Shot, 25 lb bag	2.25

GUN WADS—M 1000—

B E., 11 up	$ .60
B E., 9 & 10	.70
B. E., 8	.80
B. E., 7	.90
P. E., 11 up	1.00
P. E., 9 & 10	1.25
P E., 8	1.50
P. E., 7	1.50

15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools.	M doz
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair set	32 00
Burton's per doz. pair, Nos. 2 and 3	50c
Per doz. pair, No. 1	75c
Per doz. pair, No. 4	1 00
Kohler's:	M gro.
Invisible, No. 2	Net. $5 00
Perfect, No. 2	Net. 7 20
Belt Holder, No. 1	Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, M lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9½@9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells	70%
Com. Auger Bits	75@75&10%
Forstner Pat. Bits	30%
Ford Auger Bit Co.: Auger Bits, Car " , Machine Bits	40@40&5%
C. E. Jennings & Co.: Double Spar pattern car, No. 20	40&7½&10%
Nobles Double Spur, No. 24	35&10%
No. 10 Extension Lip	25&10%
Car Bits, No. 10	25&10%
Car Bits, No. 20	40&7½&10%
Ring Augers	60&5&10%
Jennings' Pattern	60&10%@70%
Snell's Auger and Car Bits	60%
Extra	60%
No 1	60&10%
Russell Jennings' Augers and Bits	25&10&2½%

HOLLOW AUGERS—

Ames	25&10%
Bonney's Adjustable	$9.00@10.00
Hibbard's Adjustable	Net prices
Ives	25&10%
Millers Falls, Goodell	15&7½&10%
Universal, each $4.50	25%

EXPANSIVE BITS—

C. E. Jennings & Co.	25&10%
Clark's small $18	50&10%
Clark's large, $28	50&10%
Ives' Model, M doz. $80	50%

DOUBLE CUT GIMLET BITS—

Common, net	$3.00@3.25
German Pattern, net	$1.50@4.75
Mayhew's Diamond M doz.	$1.35. 40%
C. E. Jennings & Co.	45&10%
Ladds	60&10%
Mayhew's	40&10%
Snell's Bell Hangers	60%&5%

TWIST DRILLS—

Bit Stock	60&10@60, 10&10
Taper & Straight Shank,	60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.	40%
L'Hommedieu's	15%
Snell's	40%
Watrous'	35&5%

Awl and Auger Handles—

See Handles

Awls—

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.00@$4.00
Patent Peg	31@34c.
Sewing, Com.	85c per M
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch M doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10, M doz. $7.50; No. 20, M doz. $10	60%
Brad Sets: No 45, $10.50; No. 45, $12.50	70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7	50%
Ice Awls	50%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $18; 4, $12; 5, $18.	15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles	3
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00	30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50	30&10%

Axes—

First quality, best brands	$6.50to9.75
Ice, Bradleys	30%
Bradley's wide bit, net	$10.50
Long Island, net	9. 25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc.	33⅓&5
Broad and Bb'l	33⅓&5
Boys Axes	33⅓&5
D. Simmons & Co.: Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks	50&5%
Peck Edge Tool Co: Hatchets, Shingling, etc.	33⅓ & 5
Broad and Bb'l	33⅓
Boy's Axes and Hatchets	33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite: 1 lb cans (36 in case)	.15 ea.
2 " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 " "	2.75 "
50 " kegs	5.00 "
100 " "	9 00 "
200 " ¼ bbls	.08½lb
375 400 lb "	

Balances, Spring—

Chatillon's: Light Class A	40&10%
Circular Balances, Class C	50%
Ice Balances, Class B	50%
Straight Balances, Class A1 and A2	40%
Class D, E, F	30%
Class G	20%

Balances, Sash—

Caldwell's	50%
Pullman's	30&10 to 30

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise: Japanned, each, $8 00	75@80
Tinned, each, $10.50	65@80

Bells—

HAND—

Hand Bells, Polished Brass	60@60&10%
Pure Bell Metal	60%
Silver Chime	33⅓@33⅓%
White Metal	60%

DOOR—

Trip, Gem	50&10%
Gong, Abbe's	45%
Gong, Yankee	55%
New Departure	45@60%

COW—

Common Wrought	75@75&10%
Kentucky	70@70&10%
Kentucky, Sargent's List	70%
Texas Star	70%
Western, Sargent's List	70@70&10%

Bellows—

Blacksmiths'	65&10@70
Hand	35&10%
Moulders'	35&10%

Belting, Rubber—

Boston Belting Co.: "Boston"	50%
"Imperial," seamless stitched	45%
Niagara	60%
N. J. Car Spring & Rubber Co.: Extra Para	40&10%
Reliable	50&10%
Staple	60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50	50%
Seymour Smith & Sons	35&10%
Willer's Falls	15&10%
Weston's	60

Binder Twine—

	Per Pound
Sisal	10½c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular	45%
Extension: Barber's, M doz. $15.00	45@50%
Ives' M doz. $20.00	60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic M doz. $3.00	33⅓%
Excelsior M doz. $10.00	50&10&2%
North's	10%
Zimmerman's	50 %

Blind Fastenings and Tenons—

Security Gravity M gr	$9.00
Zimmerman's	50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's	50&10@60%
Hartz' Steel	40&10@50&5%
Iron Strapped, Japan'd Sheaves	70&10%
Iron Stranded, Lig Vitae Sheaves	60%
Rope Strapped, Japan'd Sheaves	65&10%
L. V. Sheaves	40%
Lance: Junior, Self Sustaining	30%
Pat Automatic	30%
Perfect Safety	30%
Stowell, Novelty Block	50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.	60&10%
Cast Iron Chain	60&10%
Cast Iron Shutter Bolts	60&10%
Ives' Patent Door Bolts	60%
Wrought Barrel	80@80&10%
Wrought Barrel Bolts, Griffin's	75&10%
Wrought Square	70@70&10%
Wrought Shutter, Standard list	50&10@50&10&5%
Wrought Spring, Sargent's	70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread, 3 8 x 6 and smaller	75&5%
Larger and Longer	70&5%
Phila. Eagle, $3 00 list May 24, '99	80&10%
Bolt Ends list Feb. 14, '95	75@75&5
Machine, 3 8 x 4 and smaller	77½%
Machine, Larger and Longer	70&7½%

TIRE—

American Screw Co.: Bay State, Flinted, list Dec. 28, '99	73½%
Bay State, Fluted	73½%
Eagle Phila	82½%
Norway, Phila	80%
Common	73½@73½&10%
Norway, Phila	80%
Portchester, Norway	80%
Phila	80%

STOVE AND PLOW—

Plow	70&10@70&10&5%
Stove	85@80&10%

MISCELLANEOUS—

Sink	60%

Bone Mills.

Enterprise	35@40%
Stearns	40%

Borers, Tap—

Enterprise	20@25%
Each	$1.25, $1.65, $2.50
Nos	1 2 3
C. E. Jennings & Co.: No. 6	33⅓&10%
No. 10	10%&2.5%
Common Ring	20&10%
Ives	25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss....60&10%

Boxes, Mail.
Heller's....40&5%

Box Hooks.
Humason & Beckley's....60&10&10%

Box Openers.
Humason's....₩ doz net $5.00
Bemis & Call's....60%

Box Scrapers—
Bradley's....20%

Box Strapping—
Cary Mfg. Co's in case lots:
"Universal,"....40&10&10&10
Standard Metal Strap Co's:
Eclipse....20&10&1 &5%

Braces—
Barbers'....50&10&10@60&10%
Barbers' Ratchet....60@60&10%
Common Ball American....60@60&10%
Ives:
Barbers'....60&5%
Barbers' Ratchet....60@60&10%
New Haven Novelty....70%
New Haven Ratchet....60&10%
Spofford....60&5%
C. E. Jennings & Co.:
No. 9, 10@14½....50&10%
No. 2@8@14½....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's....60%

Brackets—
Brackets, Griffin Folding....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in Broken Cases....80&10%

Bracket Saw Frames—
Millers Falls Co....25&10%

Bracket Sets—
Millers Falls Co....33⅓&10

Bright Wire Goods—
Standard. List, June 24, 1903.
90&10&10@90&10&10%&5%

Bull Rings—
Humason, Beckley & Co.'s....80%
Rea's 2½ in. net, ₩ doz....$1.5
Sargent's....80%
Seymour Smith & Sons....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's....40%
Foster Bros. Flat Hds....30%
Foster Bros. Round Hds....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White....30%
Plumbe....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star....15@15&10%
C. E. Jennings & Co....25&10%

Butter and Cheese Triers—
Ordinary Black Handle....35%
Humason & Beckley's....40%

Butt and Rabbet Gauges—
Stanley's....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96....30%
CAST IRON—
Fast Joint, Broad....40&10@50%
Fast Joint, Narrow....40&10@50%
Loose Joint....70&5@7 %
Loose Joint, Japanned....70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin....70&5@75%
Mayer's Hinges....70&5@75%
Parliament Butts....70&5@75%
WROUGHT STEEL—
Table and Back Flaps....75%
Narrow and Broad....75%
Inside Blind....75%
Loose Pin....75%
Loose Pin, Ball and Steeple Tip....85%
Japanned, Ball Tip Butts....70&10%
Bronzed Wrt. Nar. and Inside Blind Butts....55&10%
Extra 10@10&10%

Calipers—
Bemis & Call;
Wing....60%
Double....55%
Inside and outside....55%
Straight Leg....55%
Call's Pattern Inside....55%

Can Openers—
American....₩ gross, $1.75@$2.00
Goodell's Acme....₩ gross, 6.00
Hopper's....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix....4 %
Sardine Scissors....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25:
No. 3, $2.50....75&10%
Universal, ₩ doz., $3.60....50%

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed....70@70&10%
French or Phila. Iron Wheel....75%
Plate....60@60&10%
Payson's Furniture....70&10&10%
Payson's Truck....70&10%
Standard, Ball Bearing....40%

Cattle Leaders—
Humason, Beckley & Co.'s....70%
Sargent's....70&10%
Weltons....70&10%

Chain—
American Coil and Halter Chains:
"American"....40@40&1%
"Niagara"....45@50&5%
"Eureka"....45@50&1%
"Triumph"....40%
"Brown"....50&5%
"Perfection"....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.93
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain....
Covert Mfg. Co., Heel Chain.... 40% & 2%
Covert Mfg Co., Rein Chain....
Covert Mfg. Co., Stallion Chain..
Galvanized Plough Chain, per pound, 5@5¼c
German Coil, list July 24, '97...60&10@ 60&10@&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron....60&10@60&10&5%
Jack Chain, Brass..60&10@60.&10& 0%
Oneida Wire Dog Chains....45@50&5%
Trace, Wagon and Fancy Chains:
New List....60@60&10%
Bridgeport, Trace chains....65%
Stake " 65%
Heel " 80%
COW TIES—
American....45@50%
Niagara....45&5@50&10&5%
Covert Mfg. Co.:
Cotton....40%&2%
Hemp....40%&2%
Jute....50&5%
Sisal....35&5%

Chain Guards—
Aluminum S. & N. Co....50

Carpet Stretchers—
Montross' "Excelsior,"..₩ dos., $6.00....20%
Bullard's....33⅓%
Cast Iron Steel Points....₩ dos....80c
Socket....₩ doz., $1.75@$3.00

Carpet Sweepers— ₩ dos.
Bissell's:
Cyco Bearing "Parlor Queen"..$30 00
Cyco Bearing "Elite"....29.00
Cyco Bearing "Boudoir"....27.00
Cyco Bearing "American Queen"....27 00
Cyco Bearing "Ideal"....25 00
Cyco Bearing "Gold Medal"....24.00
Cyco Bearing "Premier"....24.00
Cyco Bearing "Superior"....24 00
Cyco Bearing "Prize"....24 00
Cyco Bearing "Welcome"....24.00
Cyco Bearing "Grand Rapids," nickel....24.00
Cyco Bearing "Grand Rapids," Japan....22.00
"Standard," nickel....22.00
"Standard," Japan....20.00
Cyco Bearing "Crown Jewel," nickel....21.00
"Crown Jewel," Japan....19 00
Cyco Bearing "Crystal,"....36 00
Cyco Bearing "Grand," length of case 17 inches....36.00
Cyco Bearing "Club," length of case 24 inches....54.00
Cyco Bearing "Hall," length of case 28 inches....60.00
Cyco Bearing "Junior," nickel, length of case 12¾ inches....22.00
"Junior," Japan, length of case 12¼ inches....20 00
"Misses"....9.00
National Sweeper Co., Marion, In.
Marion Roller Bearing, Regular finishes, full Nickel....$24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 00
Monarch, Roller Bearing, Japanned....20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel....36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned....33 00
Perpetual, Regular Bearings, Nickel....20 00
Perpetual, Regular Bearings....18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	₩ dos.	₩ gro.
No 12, Wire, Tinned	$0.85	$9.60
No. 11, Wire Coppered	1.10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—
Enterprise....25@30%
Goodell's Family....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes....70&10@75%
L. & I. J. White....30@30&5%
C. E. Jennings & Co, No. 70..10%&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'....$4.75@$5.00 to $
C. E. Jennings & Co....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels....40&10%
Tanged Gouges....30&10%
Tanged Firmers'....40%&10%
Tanged Gouges....40%
L. & I. J. White,....25&5%
COLD CHISELS—
Good quality, ₩ lb....13@16c
Snell's Best C. S....50&10%
Cronk's....50%

Cleaners, Sidewalk— ₩ dos
Challenge Shank....$3.25
Star Shank....3.25
Star Socket....4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago....Each 8.75 15%
1902 Chicago....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks, 70 & 10 @ 75%

Coffee Mills—
Box and Side....50&10@60%
Enterprise Mfg. Co....35@40
Lane Bro's Co....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers....40%
Bemis & Call Co.'s:
Compasses....50%
Dividers....55%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal"....25&10%
Stevens' "Leader"....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers....25%
Rivet Sets....20%
Cold Chisels....20&5%
Punches....15%
Vises....15%
Inshaves....20%
Barton's....30@20&5%
L. & I. J. White....30@20&5%
Sandusky Tool Co....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co....33⅓%
Humason & Beckley Mfg. Co.. 50&10%
Samson....₩ doz $10.00

Corn Hooks— ₩ dos
Kretsinger Cut-Easy....$3.00 net

Corn Knives and Cutters—
Bradley's....net
Wadsworth's....net $1.80

Countersinks—
Mayhew's Diamond....40@45%
Smith's....25%
Snell's....40%
Wheeler's Patent....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List....30%
Dixons: ₩ gro.
Eclipse....7 in. $3.75 9 in. $4.50
Emerald....5.00
Oriole....5.00
Rainbow....3.12
Solid....7.50
Tailors, Black $5.62. Red & Blue $6.00

Curry Combs—
Kohler's....40%
The Metal Stamping Co....40%
Southington Cutlery Co.'s....50&10%

Cutlery—
Fosters, Pocket....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass....40%
Embossed Gilt....60&10%
Leather....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's....40%
Columbia....50&10%
Eclipse....60&10%
Home....50&10%
Pullman's Screen....₩ dos. net $4.50

Door Holders—
Empire....50%

Door Springs—
Gem (Coil), list Oct. '95....30%
Pullman, Perfect....30%
Pullman, Coil....30%
Star (Coil), list Oct. '95....30%
Torrey's Rod, 39 in. ₩ dos., net....$1.35
" 48 in. " " $ 1.50
Victor, Coil....50&10&10%
Chicago Coil Springs....40&10&10%
Reliance Coil Springs....40&10%

Drain Cleaners—
Iwan's Adjustable....35%
Iwan's Stationary....40%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list....75&10%
Sargent's List....60

Drawing Knives—
Standard Makes....70&10@75%
Adjustable Handle....60&25&10%
Bradley's....40&5%
Jennings & Griffin....60&25%
Watrous....40&5&10%
L. & I. J. White....60&25&5%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's....40&10&10%
Blacksmiths'....60%
Breast, Goodell's....35&25%
Breast, Millers Falls, each $3.50....35&10%
Stearns' Bench....35%
Hand, Goodell's....35&10%
Whitney's Hand Drill, No. 1, $8....40&10
Adjustable No. 10, $12.00....35%

TWIST DRILLS—
See Augers and Bits.

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Egg Beaters—

	₩dos.	₩gro.
Holt-Lyon Co.:		
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Dos.	$6.60. 1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, Hotel Size	1.85	22.00
No. 2, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.900	24.00

	₩gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	$6.50
No. 100 Improved Dover	$7.00
No. 102 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No. 152 Imp'd Dover Hotel T'd	$17.00
No. 200 Imp'd Dover Tumbler	$8.50
No. 202 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ₩ dos.	2. 0

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ dos

"Challenge"	$3.00
Popes	3.00
Wilkinson's	$3.00 net
Wester-holm's	$3.25

Faucets—

Frary's Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 80%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ dos. $36.00 ..... 40&10%
Lanes ..... $40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 75&5%
Nicholson's X. F. Files ..... 70&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 80@80½%

Filters—

Acorn 50%
Pulper's Natural Stone ... $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ₩ dos.	$72.00
Level Winding Steel Pivot Reel ₩ dos.	$66.00
Auto Even Spooler ..... ₩ doz.	20.00
Gun Cleaner ..... ₩ dos.	4.20
Lightening Fish Scaler .. ₩ dos.	3.00
Fish Hook Shield ..... ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&20%

Fruit, Wine and Jelly Presses.

Enterprise ..... 30@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ dos.	$2.00	$2.75	$4.20	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disston's Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's ..... 20@30&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 30@30%

Graphite, Lubricating.

Dixon's Pure Flake

632- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—
See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3, $1.25, $1.50&$1.75 ..... 40&10@40&10&10%
Maydole's ..... 33⅓&50@40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb ..... 80&10@85%
3 to 5 lb 40c lb ..... 80&10@85%
Over 5 lb 30c lb 85%
Wilkinson's Smiths ..... 2½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:

Jute	40&5%
Sisal	20%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ dos. .$15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr.	$2.75@3.00
Auger, large ..... ₩ gr.	3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	40%
Axe, Pick, etc	50 &10@60%

Bliss Mfg. Co.

Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓

Brad Awl ..... ₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ doz., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, ... 50%
Hoe, Rake and Fork ..... 45@50%
Rollis Hdw. Co. Hafts $9.00 ... 40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40%
Shovel and Spade, Long Handles 40&5@50%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 60%@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ dos.
Lane's:
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 12 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinnoy's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10&5
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.

Pullman's ..... ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's:

Standard ..... net,	$3.3
Ball Bearing	4.15
New Model	3.85
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.488, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.88; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $2.75; net each	22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23.37
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—
See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ doz. 50%
Wrought ..... 90@90&10%
Wrought, Stanley 60%
Wrought, Griffin 60%

Hatchets—
See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7 00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.00

Double Rail Steel Track, complete with clamps ..... ₩ ft. ....
Single Rail Steel Track complete with clamps ..... ₩ ft. .30
D. H. Fork Steel Regular ... each, 1.60
Nellis Fork ..... each, 3.00
Double Grapple Fork ..... each, 7.00
Sprout's Shear Fork, each $1.50
Walker Fork, each 2.50
Common 6 in. Wood Sheave Pulley, Fig. 483 ..... ₩ dos. 3.90
Faultless Steel Frame K. P. Pulley, Fig. 425 ..... ₩ dos. 4 00
Faultless Steel Frame 6 in. Plain Pulley, Fig 485 ..... ₩ dos. 3.50
Malleable Frame K. P. Pulleys, Fig. 676 ..... ₩ dos. 4.60
Reed Wood Frame Pulley with Hook, Fig. 434 ..... ₩ dos. 4.00
Steel Frame Pulley with Iron Sheave. Fig. 565, ₩ dos 6.20
Floor Pulley, Wood Sheave, Fig. 486 ..... ₩ dos. 4.20
Hanging Hooks for Double Steel Track ..... ₩ dos. 1.40
Hanging Hooks for Single Steel Track ..... ₩ dos. 1.40
Hanging Hooks for Wood Track, 10 in ..... ₩ dos. 1.00
Hanging Hooks for Wood Track, 15 in ..... ₩ dos. 1.30
Floor Hooks ¾ in ..... ₩ dos 1.40
Malleable Rafter Brackets, ₩ dos. .70
Wrought Rafter Brackets ₩ dos .70
Rope Hitch ..... ₩ dos. 3 20
Discount on abover 50%

Hay and Straw Knives—

Auburn Hay, Corn. & Spear Point 40&10%
Iwan's Hay, Sickle Edge. ₩ dos. net $9.50
Iwan's Hay, Imp. Serrated ₩ dos. net $10.00
Kohlers, Hay, Sickle edge per dos. net $10
Auburn Straw ..... 40&10%
Weymouth, Pat ..... 65&5%
Wadsworth's ..... 40&5%

Hedge Trimmers—

Wadsworths:

No. 1, per dos. net	$8.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb, 3½c. 14 to 20 in., ₩ lb, 3c. 22 to 36 in., ₩ lb, 2½c.

STRAP AND T HINGES.

New List, Dec. 20, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10%

Extra 10%

SPRING HINGES—

Bommer Brothers.

Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardsley's Patent Checking	15%
Chicago Spring Butt Co.:	
Chicago Spring Butts	25%
Triple End Spring Butts	50%
Chicago Ball-Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	35%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	50&10@60&10%
N. E., ₩ dos. $7.80	60%
N. E., Reversible, ₩ dos. $5.60	40%
N. Y. State, ₩ dos. $4.90	50%
Western, ₩ dos. $4.80	60%

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 5, 11, 12	75%
W. H. Co.'s No. 2 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges, with Screws, $1.80 ₩ dos. sets	50&10%

Hitching Cords—

Covert Mfg. Co	45&25
" " "	
Hitchers Stall	30%

Hollow Augers—
See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov 1, 1901.

Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	60&15%
Blue and White Ware	60&20%
All White Ware	60&20%

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895.....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....55@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs. net $2 75@3.00

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co .....40&10%

Hooks—

RUSH—
Jennings & Griffin's..... 33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list. . . .50&10@60%
Chandelier.....60@60&10%
Clothes Line, Sargent's list..5o&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's..... 70%
Harness, Sargent's list..... 50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... 60@60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... ₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods

MEAT—
Enterprise.....40%
Humason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases ..75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....t0&10%
Wire Calling, Gem..... 60&10%

MISCELLANEOUS—
Belt..... 80&10%
Covert Mfg Co.: 80%
Safety Gate and Scuttle Hooks ...60%
Grass, Wadsworth's 60%
Cranks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay..... 60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							9¼c net
Anchor & New Haven	Nos.	6	7	8	9	10	40%
		23c	21c	20c	19c	18c	@40&5
Ausable	Nos	6	7	8	9	10	50&10%
		28c	26c	25c	24c	23c	
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40&10@50%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9¼c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							12c
Northwestern		28c	26c	25c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	19c	33⅓%
New Putnam		19c	18c	17c	16c	14c	10&10%
Vulcan		28c	21c	20c	19c	18c	25&10%
Western							8¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45&2%
Hemp.....40&2%
Jute.....50&5%
Sisal.....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"..... 60&5%
Niagara..... 60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam.....70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown.....net
Gem Ice Shave.....net
Sargent's Ice Awls 55%
Snell's 50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33.₩ doz. $6.00..35@30%
No. 34.₩ doz. 15.00..35@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives..... 25%
Shoe Knives..... 25%
Cronk's Chopping..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c. 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike s
Natural Grit Carving Knife Hones.....$.800 per doz.
Solid Stone Carving Knife Hones ..... $2 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead.₩ gr. .....$1.15@1.25
Door Mineral..... 65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. ..... 40&10%
Gold Coins, low list..... 40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... 60&10%

Lawn Sprinklers—
Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.	
₩ doz.	$12.00	$15.00	$24.00	30%

Kobler's:
Daisy..... ....net, per dozen$7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ..... $85.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp..... .....45%&2%
Jute .....50&5%
Sisal.....35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .....5¾@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths..... .....5to5¾
Lead Pipe, Tin Lined.... .....13½%
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40 .....20%
Hotchkiss, Straight Flush, ₩ doz. $2.60
Little Giant..... 50@60&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc. Lined, Wood..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....2%&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 ..... 40%
12 in. $27.00..... 40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 .... 20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $5.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.20	$2.00	$1 65
75 feet	1.80	1.70	1.30

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R. & E. Mfg. Co..... 40%
Reading Hardware Co..... 4° &20%
Sargent & Co .... 40&10%

CABINET—
Eagle Lock Co..... . ....33⅓%
Corbin..... .....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00..... 40%
Ames Sword Co 40%
Brown's Brass..... 33%
Brown's Chain..... 33%
Champion..... .....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... .....9%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&30%
Lignumvitæ.....45@35&30%

Bits:
Carpenters'.....
Tinners'.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden. 33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—
American..... .....30%

	No. 1	2	3	4	8	5	
Each	$5	$7	$10	$25	$50	$60	
Dixon's					₩ doz.	30&10	@40%
Nos		1	2	3	4		
		$14	$17	$19	$30		
Enterprise							2½@25&5%&7½%
Nos	5	10	12	20	22	32	
Each	$3	$3	$2.75	$5	$4 50	$6	
Little Giant							33⅓%@40
Nos	305	310	312	320	322		
	$35	$48	$44	$72	$68		
Woodruff's, ₩ doz						30&10	@40%
Nos				100	150		
				$15	$18		
Beef Shavers (Enterprise)							25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmic..... .....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ doz. $4 00,40
Sargent's..... .....60@30&10

Mitre Boxes—
C. E. Jennings & Co..... ..... 25&10%
Seavey's, ₩ doz. $30 ..... 40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 90,90&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ....₩ doz. net $7.20
Black Hawk, ₩ doz $9.00
Cyclops.....40&10%@60%
Crona's .....₩ doz. net $12.00
Eureka, No. 74. ..... doz. net $8.50
Eureka, No. 75..... doz. net 5.00
Giant No. 1, ₩ doz. $18.00. No. 1½ $16.50; No. 2, $15.00 ..... 50&10%
Lightning. ..... ₩ doz. $18.00, 50%
Morris No 1, List $20 00. ..... 50%
National..... ₩ doz. $4.00, 40%
Pelican.....₩ doz. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....50&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.50
Square.	4.00@4.25
Snell's:	
Octagon .....₩ gr...	$5 25
Corrugated	6.75
Knurled.....	6.75@7 50

Nippers—
Acme 30%
Smith's Cutting 35%
Todd's Cutting 30%
Nut Crackers— ₩ gro.
Acme, Japanned .....$30.00..40%
Acme, Nickel Plated..... 30.00..40%

Nuts—
Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain..	$5.10
Hexagon, Plain	5.80
Square, C. T. & B.....	5 30
Hexagon, C. T. & B.....	6.00

Hot Pressed:

Mfrs. U S. or Nat. Gauge Stan'd.	
Square, Blank.	5.00
Hexagon, Blank.....	6 00
Square Tapped.....	5.00
Hexagon, Tapped	6.10

Oils—
Linseed, City Raw, in barrels, ₩ gal. 44c
Linseed, City, Boiled, in barrels, ₩ gal. 46c
Out of Town on Spot.....₩ gal. 43c
Calcutta, Raw, in barrels... ₩ gal. 58c
Lard, Prime City ..₩ gal.....56@ 8c
Lard Extra, No. 1..... 45@49
Lard, No. 2..... 36@38

Oilers—
Brass and Copper, ...60&10
Tin or Steel ..... 60&10
Cushman & Denison's: ₩ doz.
Gem ..... $ .90
Leader..... 80
Perfect Oilers..... 1.00
Star Pocket Oilers .... .75
"Paragon," Brass ..... 45@40%
"Paragon," Zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70@70&10%
Zinc and Tin .... 75@75&10%
American Tube & Stamping Co.,
Spring Bottom Cans ..... 70@70&10%
Railroad Oilers, etc..... 60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10c " " } 40%
Queer Creek Axe ...20c " "

OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ...60c " "
Extra " .. 50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips.....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " " } 25½
No 1 Hard Arkansas Stone 5½ to 8 inch long ...$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips ..... $4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "

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Pikes
Wasatts and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 35@45
Queen Creek Oilstones, ..(35c ₩ lb
Conchsiate " ..(30c " "
Regular Hindostan..... (25c " "
Small Hindostan.....(10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phoenix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior" 60%
Rainbow 60%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 10c@15c
Italian Packing..... 9½c@12c
Jute ..... 4½@6c
Russian Packing..... 8½c@11c

Padlocks—
See Locks.

Paper—
APPLE—
Advance..... ₩ doz. $ 4.00
Baldwin..... ₩ doz. 4.00
Bonanza Improved..... each 6.50
Daisy..... ₩ doz. 4.00
Dandy..... each 7 50
Eureka Improved..... each 20.00
Family Bay State..... ₩ doz. 15.00
Improved Bay State..... ₩ doz. 36.00
Little Star..... ₩ doz. 5.00
New Lightning..... ₩ doz. 7.00
Reading, 7s..... ₩ doz. 6.25
Reading, 7s..... ₩ doz. 6.25
Rocking Table..... ₩ doz. 6.20
Tartable, 7s..... ₩ doz. 6 00
White Mountain..... ₩ doz. 5.00
POTATO— ₩ doz.
Saratoga..... $7 00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's..... $3.17@6.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6 87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored ..... $4.38@7.50
Assortment Boxes..... 1.31@3.50

Percussion Caps—
See Ammunition

Picks and Matticks—
List Feb. 21, 1899. ....70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co..... 50&10%
Molding..... 33½&35%
IRON PLANES—
C. E. Jennings & Co., Iron..... 50&10%
Sargent's..... 60@60&10
Standard Tool Co..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros..... 30%
Butcher's..... $5.00@5.25 to $
C. E. Jennings & Co ....15%&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button..... ..70&10@75%
Ideal Carrier:
Pliers
N. 1..... 60&10%
20..... net, $9.00
40..... 75%
50..... 50%
65..... 40%
70..... 50%
80..... 40%
85..... 40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting..... 35%

Plow Bolts—
See Bolts

Plumb Bobs—
Kaufel & Esser Co..... ..... 33½%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels..... 70&10@75%
Stanley's..... 30&10@30&10&10%
Stanley's Duplex..... 30@30&10&10%

Poachers—
See Bait Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestolite Liquid, New List 40%
Prestolite Paste ..... 40@40&10
U.S. Metal Polish Paste, 3-oz. boxes, ₩ doz ..... $ .90
₩ gross 9.00
½ lb. boxes, ₩ doz 1.25
½ lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz .. 1.25
gross 13.0
Sarkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Genuine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ½ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, .60%
Joseph Dixon's .....₩ gro. $5.75, 10%
Dixon's Plumbago.....₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem .....₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₩ doz $1 00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq.....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$24.00, 25%
Kohlers:
Little Giant.....per doz., net $12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 13 00
New Champion..... " " 5.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks..... 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33½%
Disston's Combined Pruning Hook and Saw ..₩ doz., $18.00, 25@35&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@35&10%
Smith's:
Pruning Shears ....60&10%
Rockdale Pruners 33½%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears..... 40%
Waters' Tree Pruners..... 75&10%

Pulleys—
Awning..... 60@60&10%
Axle..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling..... 50@10&20%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley..... 60%
Fox all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz, $5.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5 70... 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₩ doz., $12 00 ..... 40%
Side, Anti Friction 60%
Shade Rack..... 4%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades .....75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers'..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 388, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 388, 3½ in. Shallow Well Pump..... 15.00
No. 8, Fig. 397, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 397, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 28, Fig. 398, 3 in. Deep Well Pump..... 17.00
No. 84, Fig. 391, 3 in. Shallow Well Pump 14.00
No. 89, Fig. 398, 3½ in. Shallow Well Pump 17 00
No. 70, Fig. 398, 3½ in. Deep Well Pump..... 15 00
No. 72, Fig. 398, 3 in. Deep Well Pump..... 15.00
No. 168, Fig. 402, 3 inch Lift Pump..... 9.00
No. 108, Fig. 440, 3½ in. Lift Pump..... 11.00
No. 180, Fig. 510, 3 in. Lift Pump..... $7.00
No. 181, Fig. 510, 3½ in. Lift Pump 6.50
No. 280, Fig. 399, Windmill Pump..... 13.00
No 365, Fig. 406, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 26.00
No. 300, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 288, Fig. 518, Low Down Tank Force Pump .....net, 5.00
No. 240, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive..... 50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 50%
Saddlers' or Drive, good..... 60@65%
Snell's Tinners'..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.55 2.00
Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. B. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c..... 70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in..... net, $3.00
O. N. T. 1¼ in ..... net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb. 36c..... 35@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion 75%
Victor..... 80%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3 45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th..... ... 2.21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric..... List net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned....
Bronzed Finishes..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcano ..... 50&5%

Rifle Cleaners—
Bishops':
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&60@70%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 3, 1904.
Tinners..... 75%&5%
Miscellaneous..... 75%&5%

Rivet Sets—
Regular List..... 70

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 etc

Rope—
Cotton Rope: ₩ lb
Best, ½ inch and larger 16½c
Medium 14½c
¼ in. and larger..... .....
Common..... .....10½c

Jute Rope:
A grade..... 6c
C grade..... 5½c
Manila, Pure:
7-16 in. and larger..... 13c
⅜ in 14½c
¼ and 5-16 in..... 15c
Sisal, Pure:
7-16 in. and larger..... 10c
⅜ in 10½c
¼ and 5-16 in..... 11c

Rules—
Athol, Steel 33½%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Kaufel & Esser Co.:
Folding, Wood..... 35&10%
" Steel.. .....35½&10%
Lufkin's:
Steel..... 30&10%
Lumber..... 60%
Miscellaneous, Stanley's, 50&10&50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $2.75
Bronze Finished in Cases" 5.15
Aluminum Finish " " 2.95
Full Nickel " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Barr Mfg. Co., Steel..... 70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10@60%
Garnet Paper..... 35%
Flint and Emery Paper...50&10@60%

Sash Balances—
Caldwell Mfg. Co..... 50%
Pullman ..... 50&10@60%
Victor Bronze..... ..... 75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... 60%
Monarch B. C Co,... .. .. 70%
Pullman Bronze 70%
" Cop Steel.....70&10&10%
Royal Metal..... ..... 67&5%
Steel B. C. Co..... 70&10%
Steel, Copperplated..... 70%
Victor Bronze 70%
Victor Steel..... 75%

Sash Cord and Weight Fastener
Ives..... 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Imperial 33½%
Sash Rollers..... 70%
Ives's Casement Fasteners..... 60%
Champion 50%
Monitor, Steel..... 25%
Shutter Sheaves..... 60%
Window Screen Sash Lifts..... 66⅔%

Sash Locks—
Champion Meeting Rail..... 50%
Champion Side..... ..... 60%
Ives' Patent:
Bronze and Brass..... 62½%
Crescent..... 50&10%
Iron 62½%
Window Ventilating..... 60%
Robison Patent Ventilating Sash Lock..... 40%
Wrought Bronze and Brass..... 40%
Wrought Steel..... 65%
Payson's Signal 60%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory (Eastern).... $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co..... 25@25&7½%
National Specialty Mfg. Co..... 30%

Saws—
Atkins:
Band 3 to 14 in. Wide..... ..9
Band ½ to 2-16 in. Wide.....

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....55&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....25%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....30%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 30&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
K Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....25%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ dos.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.75
Stillmans.....⅋ doz. 1.00
Tainters Positive.....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Bureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Marsh:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.80@ 2.00
Striped.....2.00@ 2.20
Peloubet.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....⅋ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $9.50

Screens—

DOOR—

Phillips: ⅋ dos.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.....6.75
7-8 Style K-4 Screen Doors.....8.75
7-8 Style X-Y Screen Doors.....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%
Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames.....60&5&2½%

Screw Drivers—

[illegible] Scr.. d Drivers.....35&10&5%
[illegible] Bo [illegible] Brea.....30%

Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..⅋ doz. $5.00 net
Electric Spiral No. 02 ..⅋ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co ..40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....60%
Screw-Driver Bits (Snell's) ⅋ doz....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 23, 1906.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1896.
Brass, Flat Head, Brass, Round Head, Iron, Flat Head, Iron, Round Head..... 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 80%
Hand Rail.....70&10@70%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....80&5%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ dos., 1 in., $8.50@$1.75 1¼, $3.00@3.25; 1¼, $4.50@3.75
Bench, Wood, Beech.....33⅓@35%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete, $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz

Wadsworth's:
Natural Finish, Grass, Polished Blade, Grass, Painted or Bronzed, Grass, Clipper, Grain, Weed and Bush..... 20%

Scythe Rifles.

S-Coat.....$10.00 ⅋ gro. 4- " .....$12.00 " " 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ⅋ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains.... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " " 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....50&30%
Ætna, Steel Nickeled.....70&30%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....60%
N. P. Bent Trimmers.....60%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tanners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....60&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&2%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....⅋ dos. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 36x8, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....35@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $18.00@$30.00
2 Knives.....⅋ gro. 28.50@ 30.00
Kraut Cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....60%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40&2%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

⅋ dos. net.
"1847".....$8.50
"Anchor".....3.25
"Eagle".....2.25
"Star".....2.25
Rogers, Smith & Co.....1.25
Rogers & Hamilton.....1.25
Holmes & Edwards.....1.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
TrySquare and T Bevel 60&10&10%@70%
Winterbottom's Try and Mitre...60&10%
Nickel-Plated. New List Jan. 1, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝, and ¾ inch, ⅋ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 90c
" No. 60 " " " 85c
" No. 65 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....65&10%

BLACKSMITH'S—

Butterfield's.....50&5%
Gardner.....35&10%
Holroyd & Co.....60,10&5%
Holroyd's R'd Adj Screw Plates.....35%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....35&5%

PIPE MAKERS—

Holroyd & Co.....60&10%@60&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....10%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5%
S. S. Cut Tacks.....90&5%
Carpet Tacks:
American, Blued.....90&30&10%
American, Tinned.....90&30&10%
Swedes Iron Tacks.
S. S.....90&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&45&10%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S.....90&45&10%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....90&45&10%
Looking Glass Tacks.....70&10&5%
Trimmers' Tacks:
S. S.....90&30&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S.....90&45&10&5%

MISCELLANEOUS—

Double Point, in dozens.....90&5 10%
Shade, in dozens.....90&10&5%
Shade, in bulk.....85

Tack Pullers—

Columbia, No. 1, ⅋ doz., net.....$2.00
Columbia, No. 2, ⅋ doz., net.....1.50
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@35&10%
Star Steel.....40@40&10%
Steel.....35&5@35%
Chesterman's.....25@35&5%
Keuffel & Esser Co.:
"Favorite" As- Skin.....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1¼ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644. ₩ 100.....net, $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₩ doz. $1.25, ₩ gro. $12.00
Globe.....▸ doz. 1.25, ₩ gro. 12 00
Harper.....₩ doz. 1.40, ₩ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₩ doz...$1.00, 10%
Mouse, Wood, Choker, ₩ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₩ doz...$12.00
No. 3, Rat, ₩ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₩ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ₩ doz., $3.50; case of 2.....2.75
No. 5, Mouse, ₩ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₩ gro., $15.00; No. 2, ₩ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₩ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₩ gro.....$ 9.00
" " 4, ₩ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mat. Hdl. Jap.....₩ gross, net, $5 00
" " Tinned.....net, 6.30
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 2.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&5%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....₩ dos. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.80&10@80&15%
Painted Screen Cloth, good quality, ₩ 100 sq. ft. 1.15@1.35

Wire Rope—

Bright.....60&2½%
Iron, Galvanized.....42½&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₩ dos. $1.80

Wrenches—

Agricultural.....75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....60%
Solid Handle.....50%
Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%
Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%
Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 44c
Linseed, City, Boiled, in barrels, ₩ gal. 46c
Out of Town on Spot.....₩ gal. 48c
Calcutta, Raw, in barrels.....₩ gal. 55c
Lard, Prime City.....₩ gal.....54@58c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₩ ton, $17.50@19.00
Barytes, American Floated, ₩ ton, $17.00@$18.50
Barytes, Crude.....₩ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₩ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₩ lb. net 7c
In lots of 500 lbs. and over...₩ lb. 6¼c
White Lead, Eng., in Oil..₩ lb.....6¼c
Litharge, Kegs.....₩ lb. 6¾@7¼c
Zinc, American, Dry.....₩ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....1¼@2
In cans, 12½ lb to 25 lb.....1¼@2

Spirits Turpentine—

In regular bbls.....54@ 54½c
In machine bbls.....54½@ 55c

Dry Colors—

	₩ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @15 c
Sienna, Italian, burnt & powdered	3 @ 6½c
Sienna, Italian, raw & powdered	3 @ 6½c
Umber, Turkey, burnt	3½@ 5½c
Umber, Turkey, raw	3½@ 5½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	3 @ 5½c
Indian Red, English	4½@ 6½c

Colors in Oil—

Black Lampblack, best	13 @14 c
Blue, Chinese	35 @45 c
Blue, Prussian	32 @35 c
Blue, Ultramarine	14 @16 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	12 @16 c
Umber, raw	11 @14 c
Brown, Vandyke	11 @14 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Oil.
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc', Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York

Ba l Guards
Fernald Mfg. Co., North East, Pa.

Balances, Sash, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co . Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bolt Clippers.
Wm. Schollhorn Co., New Haven, Conn.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bits.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H H Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Poughkeepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co , Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger, New York.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co New York
Standard Metal Strap Co., New York.

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John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co . New York
The H. H Mayhew Co , Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Griffin Mfg Co., Erie, Pa.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Champion Safety Lock Co , Geneva, O.
John H. Graham & Co . New York.
Hobart B. Ives Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim N. H.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.,

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

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I. E Palmer, Middletown, Conn.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N J.

Carpenters' Tools.
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Beaters.
Holt Lyon Co., Tarrytown, N. Y.

Carpet Sweepers.
National Sweeper Co , Marion, Ind.

Carpet Stretcher and Tack Hammer Combined
R W. Montrose, Galien, Mich.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cash Registers.
National Cash Register Co., Dayton, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D Warren Mfg. Co., Chicago, Ill.

Cement Sidewalk Tools.
W. H. Anderson & Sons, Inc., Detroit, Mich.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg Co., West Troy, N. Y.
Alfred Field & Co., New York.
Fuller Bros. New York
Oneida Community, Oneida, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y.

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid).
I. E. Palmer, Middletown, Conn.

Checks, Brass.
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.
W. H. Anderson & Sons, Detroit, Mich.

Chisels, Cold.
Hurwood, Mfg. Co., Bridgeport Conn.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co . New York
L & I. J. White Co . Buffalo, N. Y.

Churns.
One Minute Churn Co., New York, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Claw Hammers.
Franklin Specialty Co., Reading, Pa.

Cleavers.
John Chatillon & Sons, New York
Goodell Company Antrim, N. H.
L. & I J. White Co., Buffalo, N. Y

Clippers.
Chicago Flexible Shaft Co., Chicago, Ills.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H Graham & Co., New York.

Clipper Sharpeners
John Van Benschoten, Poughkeepsie N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothe Bars.
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Lane Brothers Co., Poughkeepsie N. Y.
Sargent & Co., New York and New Haven.

Coil Springs, (Door).
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks.
Geneva Tool Co., Geneva, O.

Cold Chisels & Punches
W. H Anderson & Sons, Inc, Detroit, Mich.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Contractors Tools.
W H Anderson & Sons, Inc., Detroit Mich.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

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J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill

CounterSinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago

Curry Combs.
John H. Graham & Co., New York.

Cuspadors.
Buffalo Mfg Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Lamson & Goodnow, Mfg. Co. Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Cutters, Rod.
J. Stevens Arms & Tool Co.,
Cutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Dog Collars and Leashes.
Alfred Field & Co., New York.
Door Holders.
Pullman Mfg. Co., Rochester, N. Y.
Door Checks and Springs.
Sargent & Co., New York.
Dormant Scales.
Osgood Scale Co. Binghamton, N. Y.
Dough Mixers.
R. W. Jamieson Co., New York.
Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.
Drawer Pulls.
Griffin Mfg. Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
C. J. Kimball Co., Bennington, N. H.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Breast.
Chandler & Farquhar, Boston, Mass. (See Twist Drills.)
Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Duplicating Machines
Felix P. J. Daus Duplicating Co., New York
Schapirograph Co., New York, N. Y.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Egg Heaters (Dover).
Holt Lyon Co., Farrytown, N. Y.
Electric Bells and Supplies.
John H. Graham & Co., New York.
Elevator Enclosures and Cars.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York
Emery Wheels.
Pike Mfg Co., Pike, N. H.
Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.
Escutcheons and Push Plates.
Sargent & Co., New York.
Export Agents.
John H Graham & Co., New York.
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J.
Fences, Wire and Iron.
Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.
Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.
Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
ville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, Oville, Ct.
Frame Pulleys.
Sargent & Co., New York.
Freezers (Ice Cream).
Alaska Freezer Co., Winchendon, Mass.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co., Cleveland, O
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls Mass
Glass Water Coolers.
Mississippi Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Grain Cradles.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Grinders (Surface)
John Van Benschoten, Poughkeepsie N. Y.
Gummers, Saw.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.
Chandler & Farquhar, Boston
Hack Saws.
Diamond Saw & Stamping Co., Buffalo, N. Y.
Hack Saws (Universal).
West Haven Mfg. Co., New Haven, Conn.
Hair Belting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co., Reading, Pa.
Hammocks.
I. E. Palmer, Middletown, Conn.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Sargent & Co., New York.
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O
Lane Bros Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hanthaway & Sons, Inc., Boston Mass.
Harness Oil Blacking.
C. L. Hanthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg Co., West Troy, N. Y.
Sargent & Co., New York.
Hatchets
Franklin Specialty Co., Reading, Pa.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg Co., Allegheny, Pa
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Header Forks.
Geneva Tool Co., Geneva, O.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.
Ice Tools.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
W. H. Anderson & Sons, Inc., Detroit Mich.
L. & I. J. White Co., Buffalo, N. Y.
Wm. T. Wood & Co., Arlington, Mass.
Incubators.
Reliable Incubator & Brooder Co., Quincy Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co. Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
W. H. Anderson & Sons, Inc Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Iron Work.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Job Lots.
Jacob McInerny Co. New York.
Chas. Weiland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike, N. H.
Ladders.
Berger Bros. Co., Philadelphia.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
Hurwood Mfg Co., Bridgeport, Conn.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
Adams Steel & Wire Works, Joliet, Ill.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Mowers.
Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Clipper Lawn Mower Co., Dixon, Ill.
Coldwell Mfg. Co., Newburgh, N. Y.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E. Nice, Philadelphia, Pa.

Locks and Knobs.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Vermont Slate Co., Zanesville, Ohio.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Blick, Williams Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H. Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Mills, Coffee and Spice.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York..

Nettings.
I. E. Palmer, Middletown, Conn.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works, Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont Slate Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties.
Adams & Eltingles, Chicago, Ill.

Paper Clips.
Cushman & Denison, New York.

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston, Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston, Mass.

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York
Alfred Field & Co., New York.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind and New York.

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro., Ashland, Ohio.

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass.
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Railings, Wire and Iron.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield, England.

Razor Grindstones.
Pike Mfg. Co., Pike, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co., Fond du Lac, Wis.

Registers, Warm Air.
Berger Bros. Co., Philadelphia.

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Begler, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Balances, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Charles Morrill, New York.

Saw Tools.
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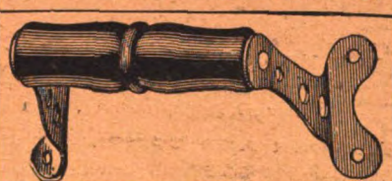
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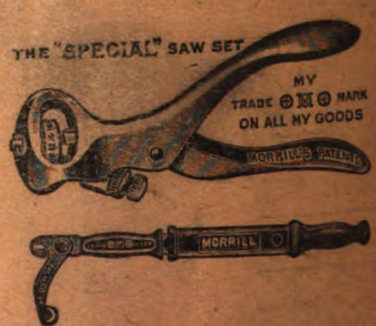
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ARDWARE
CLUSIVELY.
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00 A YEAR.

HARDWARE

A Review of the American Hardware Market.

Published Fortnightly by the HARDWARE PUBLISHING COMPANY, 309 Broadway, New York.
Entered as Second Class Matter at New York, N. Y. Postoffice.

VOL. XXX.,
NO. 9.
—
NEW YORK
FEBRUARY 10
1905.

IVES PATENT WINDOW STOP ADJUSTER



and 30-page Catalogue of
WINDOW HARDWARE SPECIALTIES
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The H. B. Ives Co.
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We Buy and Sell
JOB LOTS
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JACOB-McINERNY CO.
81 WARREN ST., NEW YORK CITY.

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Halter Chains—Dog Chains—Cow Chains—Coil Chain. Chains for all kinds of Machinery.
ONEIDA COMMUNITY, Oneida, N. Y.



All hardware dealers should carry this draw knife in stock.
A. J. WILKINSON & CO.,
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STEEL CARRIAGE
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Harness Snaps, Chain, Rope and Web Goods.
SOLD BY ALL LEADING JOBBERS.

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U. S. STANDARD
SCALES
Ask Leading Jobbers
If they wont sell you, we will, at Binghamton, N. Y.

STEVENS FIREARMS
Give UNIVERSAL SATISFACTION

¶ Our PRICE-PROTECTION CO-OPERATION POLICY strongly commends itself to retailers handling the popular, easy-selling STEVENS ARMS. PROTECTION in the legitimate PROFIT accruing from each individual sale, and the mighty impetus we give our line because of the thorough and aggressive Advertising Campaign waged in our mutual interests, are primary reasons for STEVENS RIFLES, PISTOLS and SHOT-GUNS being "Leaders" with the Hardware and Sporting Goods TRADE. Ask your Jobber. Send for 140-page Catalog.

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JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS. BOUGHT and SOLD.
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CHAS. WEILAND,
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OUR NEW NARROW WIDTH SAW No. A 7 1-2
This saw is built on different lines than any saw made to-day, and the thousands now in use PROVES IT A WINNER. Get in line and place your order to-day.
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CHEAPER and better than "Genuine Babbitt." Lasts longer with less friction. Saves oil, fuel, power, etc. The only anti-friction babbitt metal that is used all over the world by the leading Railroads, Steamships, Manufacturers, etc., and by twelve leading governments. Sold by leading dealers everywhere or by
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Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.
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WALKER'S
WALKER'S SELF PULLER.
No. 17
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Self-Pulling CORK SCREWS
Every one tested and guaranteed.
Manufactured only by
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UNIVERSAL HACK SAWS give Universal Satisfaction—to Dealer,—to User.

They're specially tempered *and made to last.*

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ENGINEERS', GAS AND STEAM FITTERS' TOOLS,
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STEEL WIRE NAILS.
Iron and Steel
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No. 31 TORCH.
$2.50 Net.

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Why don't you send up and thaw out those pipes? If you can't do it at once I want to know and I will get some one who can. You say you will send up a man as soon as a torch comes in. That won't do. **Jones has the torches** on hand, and no doubt a man who is forehanded enough to anticipate work is able to do it well. **Good-by. Sorry you are not like Jones."** And away goes, possibly, one of the best customers you have. Jobbers sell No. 31 Torches at $2.50, or we will ship by paid express upon receipt of $3.00. Your money back if you are not pleased.

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For Best Satisfaction
LANE'S STANDARD PARLOR DOOR HANGER
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The popular hanger because well built on correct mechanical principles and **Gives Satisfaction**



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NILES
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,
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MANUFACTURERS OF

WE USE THE BEST STEEL
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OF TEMPERING AND PAY
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DO NOT BE DECEIVED

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We guarantee Pitkin's Barn Paint to wear well at least

FIVE YEARS

When properly applied on a good surface. If it does not prove to be exactly as represented by us, we hereby agree to furnish paint to repaint free of charge.

On a 50-gal. Assortment
Consisting of { 20 1-gal. Cans and 6 5-gal. Cans.
we will make you a special discount and allow freight.

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Consisting of { 20 1-gal. Cans and 16 5-gal. Cans.
we will make you an extra discount and allow freight.

We make a straight price for these assortments. You do not have to buy more than these amounts n order to get the price.

If you are interested in getting the best BARN PAINT on the market, and the best advertised, at an extremely low price, write to us for our proposition.



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CHICAGO

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127 FULTON STR., NEW YORK.

BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

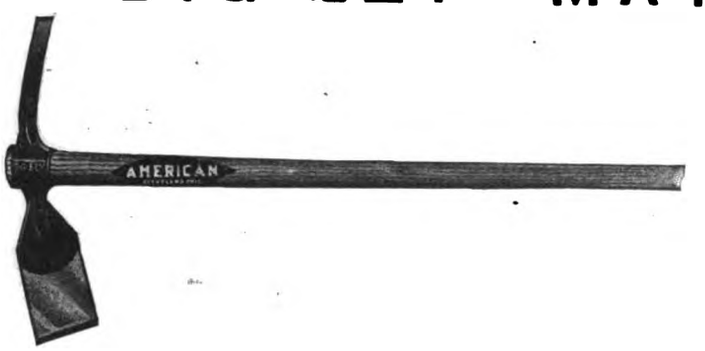
We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

"DIG EZY" MATTOCK HOE



MALLEABLE HEAD
STEEL BLADES

THREE SIZES
NO. DE 2, 1¾ and 2 INCH BLADES
NO. DE 3, 1¾ and 3 INCH BLADES
NO. DE 3½, 1¾ and 3½ INCH BLADES
Write for Prices

AMERICAN FORK & HOE COMPANY, Cleveland, Ohio.

"You can fool some people all the time; all the people some of the time—not all people all the time—on filters."

Improved Natural Stone Germ Proof

Water Filters

Are as represented—always.

Every Filter is guaranteed to be absolutely

GERM PROOF.

Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



FULPER POTTERY CO.,
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¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

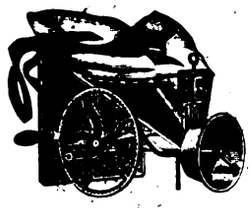
BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
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Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

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"We have sold the Cahoon Hand Seed Sower for 47 years."

(Signed), KENDALL & WHITNEY,
Portland, Me.

THOUSANDS OF OTHER DEALERS ARE MAKING MONEY ON THIS CAHOON SOWER.

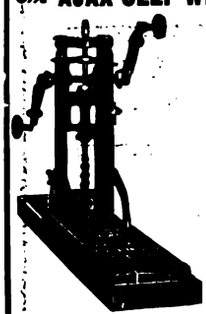
WRITE NOW TO **GOODELL COMPANY,**

106 MAIN STREET, ANTRIM, N. H., U. S. A.,

FOR AGENCY IN YOUR TOWN FOR THIS

WORLD'S FAMOUS MACHINE.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
MAIN OFFICE AND FACTORY,
NEWARK, N. J.

F. A. VORDERMEIER,
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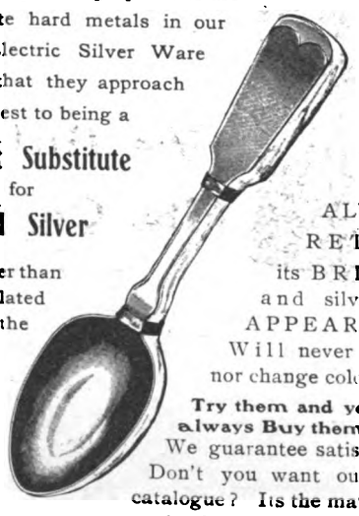
Solid Electric Silver

Spoons---Knives---Forks

In such perfect proportions are the white hard metals in our Solid Electric Silver Ware united that they approach the nearest to being a

Perfect Substitute for **Solid Silver**

Far better than any plated ware on the market.



IT ALWAYS RETAINS its BRIGHT and silver like APPEARANCE. Will never tarnish nor change color.

Try them and you will always Buy them.

We guarantee satisfaction. Don't you want our latest catalogue? Its the matter of a postal. Send it to-day.

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Main Office and Works, **E. SYRACUSE, N. Y.**

409 Broadway, New York. 109-111 Wabash Ave., Chicago, Ill.

The Yachtsman



All That's Latest and Best

has been wrought into the "Yachtsman." It measures 10½ inches over all. Blade is of fine steel, hand-forged.

The best knife for use on small craft of any kind.

Our name stamped on blade insures best quality.

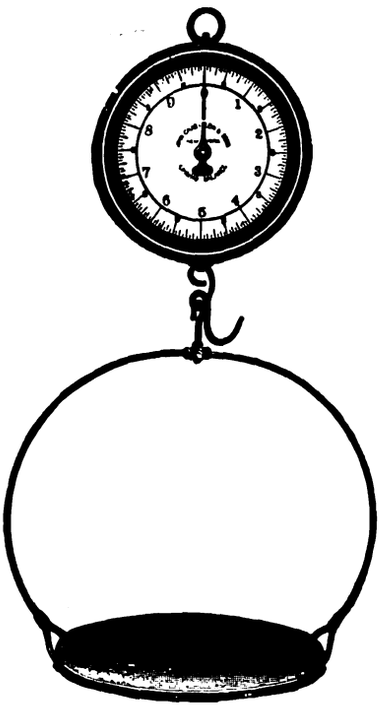
We manufacture Pocket Cutlery exclusively and enjoy a reputation for good goods at fair prices.

THE THOMASTON KNIFE CO.
THOMASTON, CONN.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

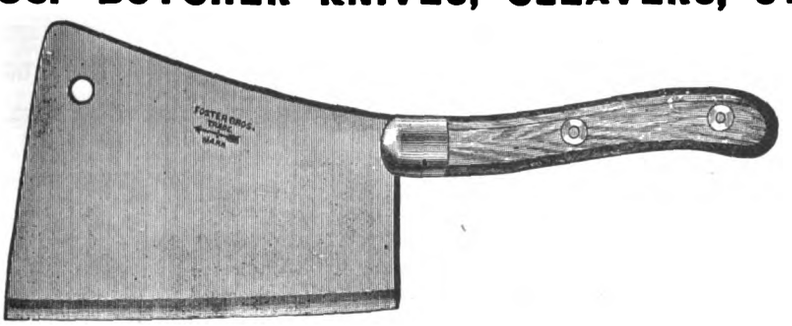


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



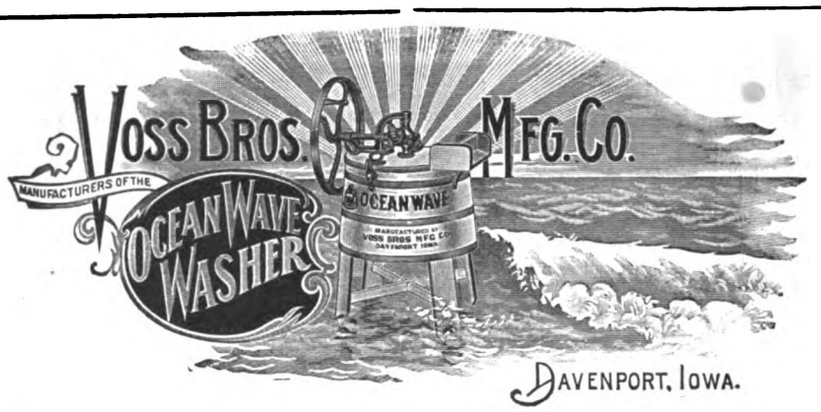
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



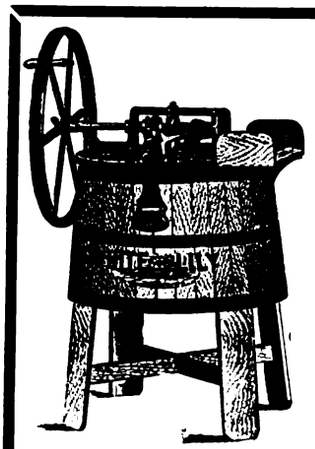
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. Everyone sold sells another.

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



BUILT RIGHT
WATER TIGHT
OUT O'SIGHT

"White Lily Washers Wash Lily White."
'Nuff Said.

Drop us a card.

WHITE LILY WASHER CO.

Toledo, Ohio. Davenport, Iowa.

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

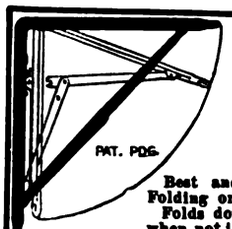
THE STORM MANUFACTURING CO.,
NEWARK, N. J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

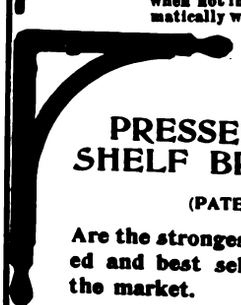
We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



GRIFFIN'S FOLDING BRACKET

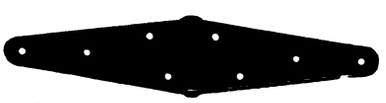
Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.
Erie, Pennsylvania.



BLICK No. 3 THE BEST Rural Free Delivery Box

Made of Heavy Galvanized Steel.
Painted with Aluminum.
Positive Locking Flag Signal.
Automatic Spring Latch.
It is a big one—6½x8½x19 inches.
It will Get the Business.
You Better Get It.
Box and Price Right—$5.88 per Dozen.
Better Order Now.

BLICK-WILLIAMS CO., Indianapolis, Ind

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

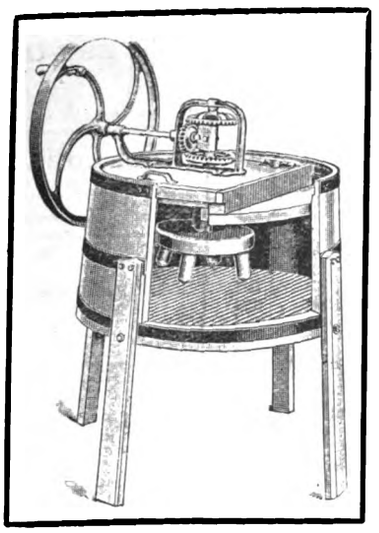
CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

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The Blackstone Rotary Washer



THE Hardware dealer who wants to put money in his safe, should put a Safe Washer in his store.

The Blackstone Rotary is the safest washer to handle—the safest to use. Every dollar invested in Blackstone Rotaries earns compound interest both for you and your customer.

Prove this to yourself by displaying it in your store and—tell your customers about its excellence.

It is *The* Washer that gives all-round satisfaction.

Send for catalog and prices.

The Blackstone Mfg. Co., Jamestown, N. Y.

I DO NOT BELIEVE

that there is a hardware dealer anywhere who ever sold a washing machine to a hotel, hospital, Sanatorium or Laundry.

WHY?

Because the manufacturers of laundry machinery do their business direct with the trade. The cheapest wooden washer suitable for hotel or laundry use sells at $30.

My Large Paragon Washer, made of **metal,** better in every respect, retails at $18, and this includes a big profit for the dealer.



SEE THE POINT?

There is a chance to open new fields and "Paragon" satisfaction will incidentally advertise your other goods.

Write for some circulars, mail them to hotels and institutions in your town, and watch the surprising results.

The following testimonials will open your eyes.

R. W. PICK, Sixth Avenue Laundry, 926 6th Ave., NEW YORK: "Your 'Paragon' Hand Washer is the best up-to-date in my experience. The two in use in my place are doing the work of five washwomen, quicker and cleaner in every way. The easier running and durable construction make the 'Paragon' cheap at double the price and in my 15 years experience in hand laundry I never felt more satisfied than since I use the 'Paragon;' it is as great a clothes as it is a labor saver. I can highly recommend the 'Paragon,' and it can be seen in operation every day in the week at my laundry."—R. W. PICK.

NEWARK SANATORIUM, 252 Littleton Ave., NEWARK, N. J. "The 'Paragon' Cylinder Washer which I purchased has given entire satisfaction in every detail. I have used several machines of various makes, but have found them all faulty until I got your machine, which is both a labor and linen saver. My only regret is that I did not know of the 'Paragon' before."—Dr. CHAS. LAUTERWASSER, Prop.

I have similar recommendations from Schools, Dyers' and Cleaners', Hotels, Summer Resorts, etc., etc.—Dealers! Here is an article without competition.

EMIL R. BECKERT,

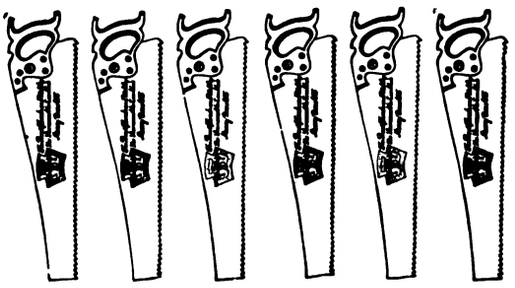
1175 3rd Ave., New York, **Philadelphia Branch: 208 S. 11th St.**

P. S.—**The "Paragon" Washer, family size, is the most rapid seller known in the history of household machinery. A dealer who does not handle the "Paragon" is behind times!**

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Veerhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

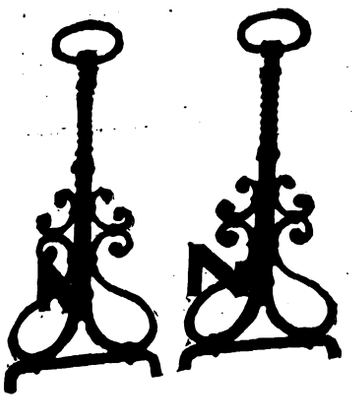
Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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Aside from a very attractive and quick-selling line of ANDIRONS and Fire Place Equipment, the Blacklock Catalogue illustrates and describes one of the most extensive and complete lines of Sad Irons, Sugar Kettles, Stove and Country Hollow Ware, etc.

Every Hardware dealer should have the Blacklock Catalogue and prices.

May we send them to you?

BLACKLOCK FOUNDRY, South Pittsburg Tenn.

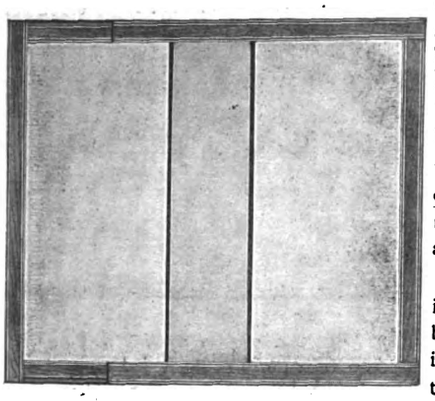
BLACKLOCK FOUNDRY · SOUTH PITTSBURG, TENN.

"The New Screen is a 'Dandy.' I'm good for 20,000 Doz. next season."
—*F. P. Wilkinson, our New York City Sales Agent.*

A Cent a Screen

MAY be worth saving. But you haven't saved it if the screen doesn't sell. You haven't saved it if the screen is brought back by a dissatisfied customer.

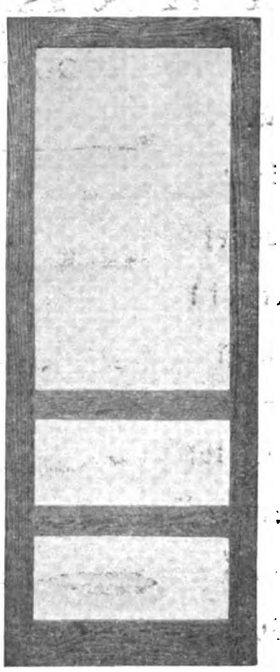
When a woman comes into your store, the good looks of the **AIR LINE WINDOW SCREEN** strikes her first. The faces of the frames are free from slots, grooves, saw cuts, staples and mixed kinds and colors of wood and slivers. She can understand that when the screen is in the window it will look more like a solid frame screen than any other. She works it accordion fashion to see if it will "adjust," smiles and asks the price. That is right too, and **SHE WILL NEVER BRING THAT SCREEN BACK.**



"Air Line."

The Air Line is a thoroughly good screen without metal clips and will be made from good materials. Costs no more than any other respectable screen. Write us for free sample.

THE NEW STYLE "F" SCREEN DOOR is after the pattern of the High Grade Doors, has one coat of dark green paint. It is modest in appearance and sells well to people of good taste with slender purses. The paint will wear several years and is much more durable than a stain finish. Yields a GOOD profit, retails at $1, and is GOOD RETAIL VALUE at $1. Sample of finish mailed on application.

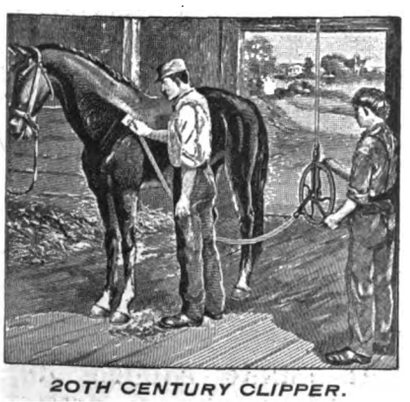


Style "F."

Send for catalogue showing complete line of Screen Doors, Window Screens, and Window Screen Frames.

The A. J. PHILLIPS COMPANY,

23 Years Experience Making Screens. **Fenton, Mich.**



20TH CENTURY CLIPPER.

SEASONABLE GOODS

20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)

The 1902 Chicago Clipper, List $10.75

and the

1904 Stewart Sheep Shearing Machine,
List $12.75

They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.



1904 STEWART SHEARING MACHINE.

Chicago Flexible Shaft Co., 106 La Salle Ave., CHICAGO.

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The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

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JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.



CLIPPER SHARPENING AND SURFACE GRINDING
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 Catharine St. POUGHKEEPSIE, N. Y.

You take no risk on the quality.
We make only the best.



Sand Papers in Reams and Rolls — Flint Paper, Garnet Paper, Emery Paper, Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

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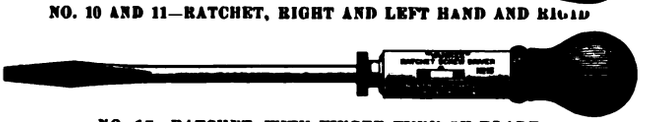
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask Your Jobber About Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO. 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID

Send for "Yankee" Tool Book



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

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New York Agents, John H. Graham & Co., 113 Chambers Street. PHILADELPHIA, PA.

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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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FRANK MILLER'S CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

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ARMSTRONG'S

Hinged Vises.

Built of Best Malleable Iron with Steel Jaws and are Interchangeable and Simple in Construction. Will take pipe from ⅛ to 4½ inches. Send for Catalogue of Water, Gas and Steam Fitters' Tools.

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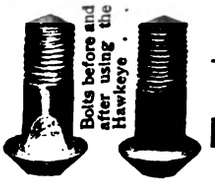
Will remove "Neverslip" and "Rowe" Calks.

The Best Wrench Made.

Best Wrench Made For Automobiles

Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



The easiest selling wrench on the mark e

Ask for prices and discounts.

HAWKEYE WRENCH CO.

MARSHALLTOWN, IOWA



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

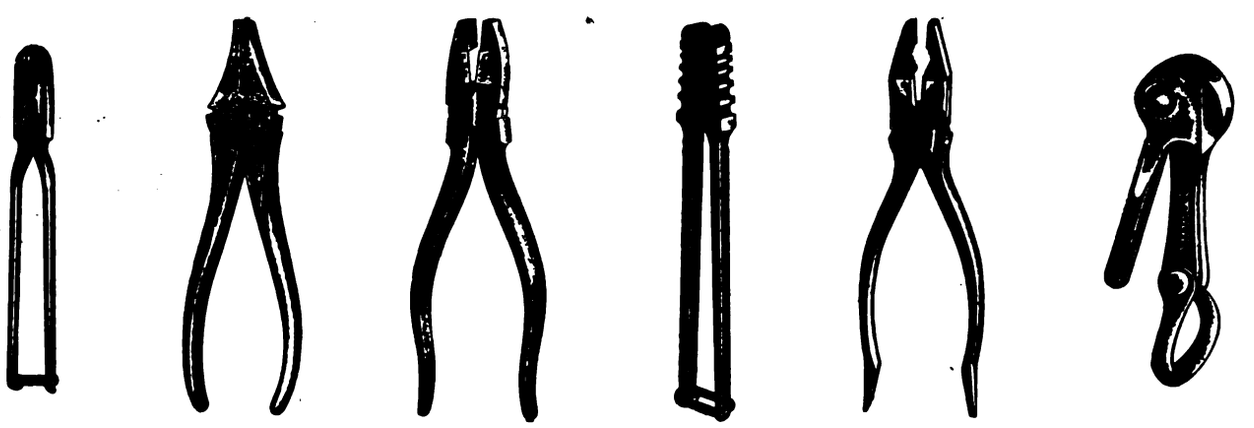
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900 Masonic Temple, Chicago

THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

IRVINGTON MANUFACTURING CO.,

MAKERS OF

Warranted Forged Steel Tools



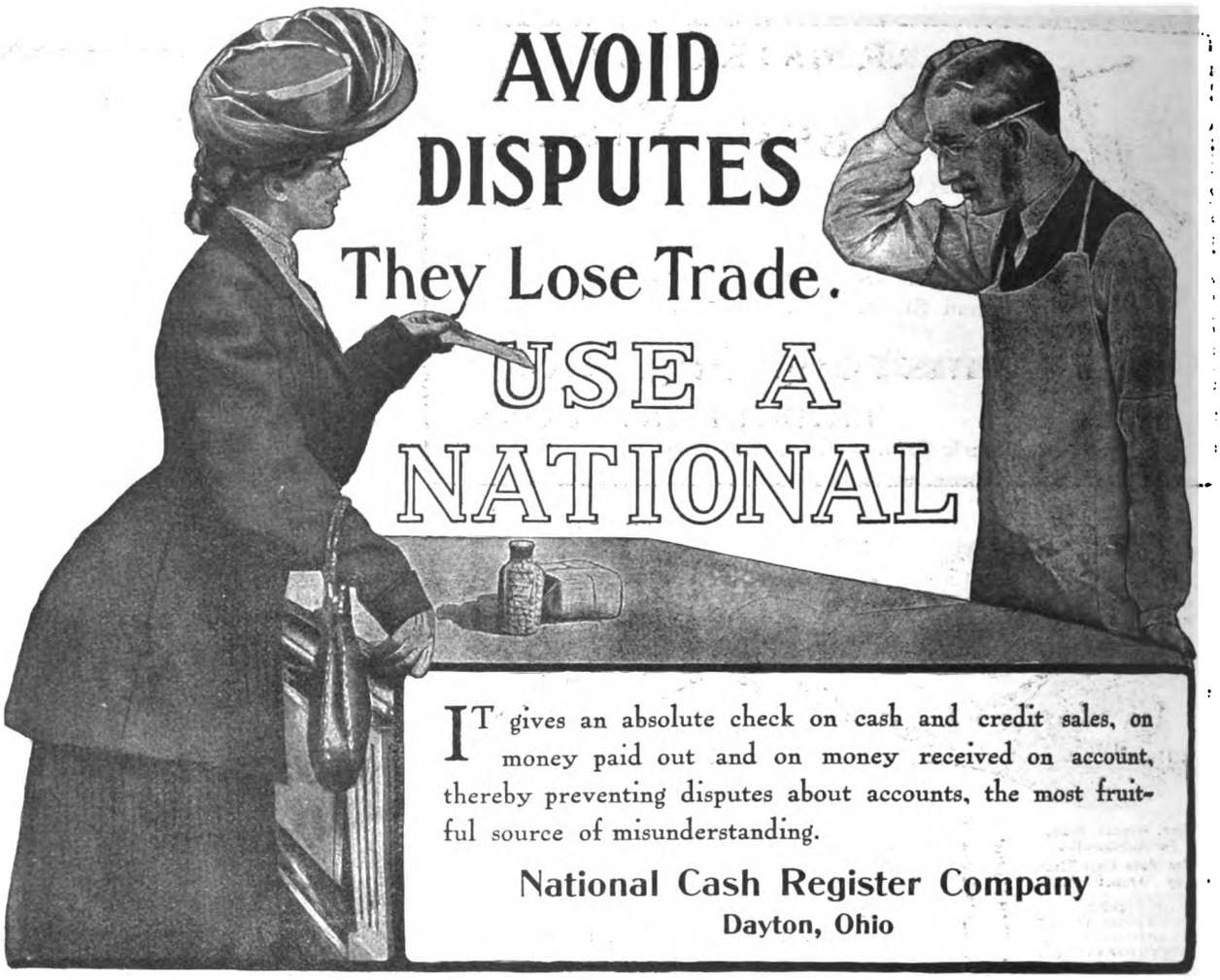
A Few of the Tools we Make. Write for Catalogue Showing Full Line.

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Copenhagen (Freeport).

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They Lose Trade.

USE A NATIONAL

IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

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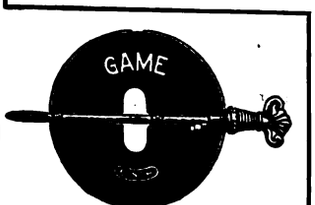
MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.



The TAYLOR & BOGGIS FOUNDRY CO.

MANUFACTURERS OF
LIGHT GRAY IRON CASTINGS,
BUILDERS' HARDWARE.
Dampers, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.
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HIGHEST HONORS

AT THE LOUISIANA PURCHASE EXPOSITION.

GRAND PRIZE, GOLD MEDAL AND BRONZE MEDAL

ON HAMMOCKS AND ACCESSORIES.

TWENTY-TWO MEDALS AND AWARDS HAVE BEEN GRANTED THE PALMER LINES AT NATIONAL AND INTERNATIONAL EXPOSITIONS SINCE 1863.

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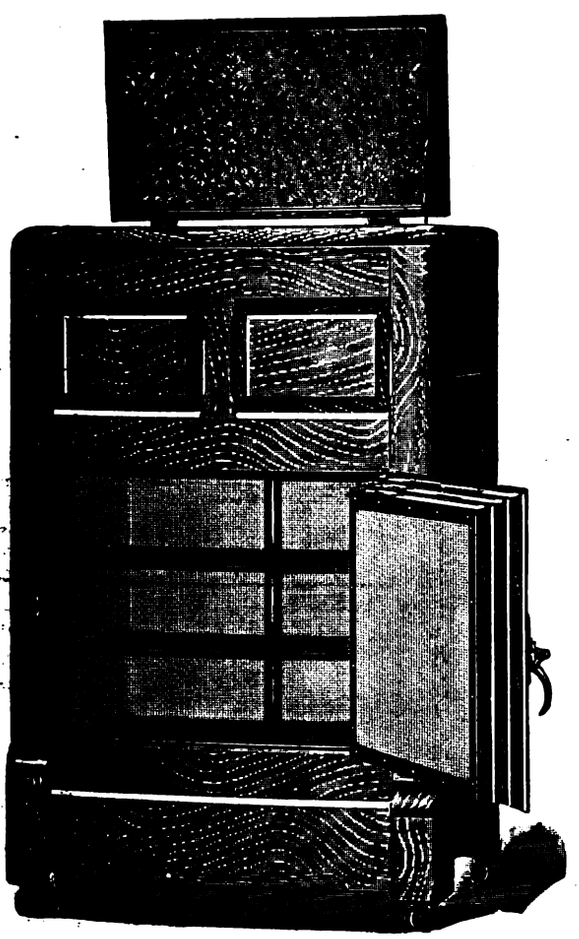
OTHER LINES OF MANUFACTURE ARE

MOSQUITO NETTINGS, MOSQUITO BED CANOPIES, CANOPY SUPPORTS AND FIXTURES, CRINOLINE DRESS LININGS, WINDOW SCREEN AND PIANO CLOTH, ETC,. ETC.

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COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note—We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our New Catalogue now ready.
Shall we send you a copy.

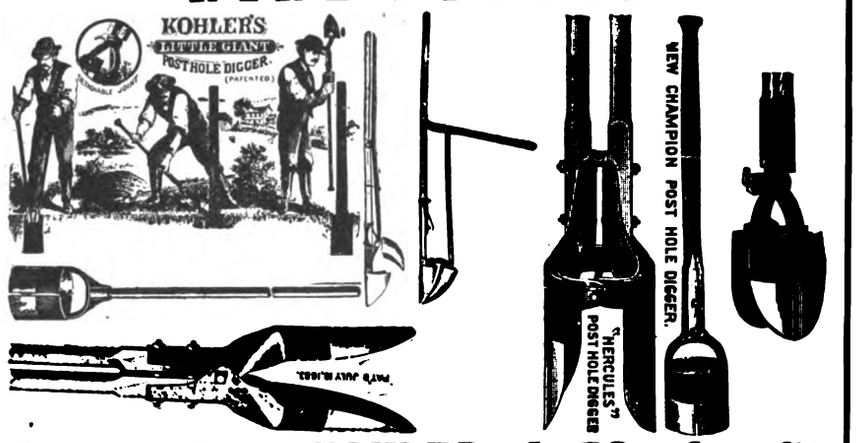
COOPER & McKEE,

113 to 121 LORIMER STREET,

BROOKLYN, NEW YORK.

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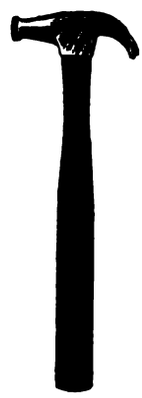
POST-HOLE DIGGERS
NINE STYLES



Write for our Catalog **F. E. KOHLER & CO.** Canton, Ohio U. S. A.



Think It Over



whether you can afford to spend your money on

5-10-15 Cents Specialties

worth less than that.

All our Specialties are so well made and finely finished that all our customers wonder how we can sell them at that price.

We don't wonder they come back to us with duplicate orders.

A trial order will convince you.

Send for catalog.

Franklin Specialty Co.
807-809 Cherry St., - Reading, Pa.

Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

We Guarantee the Reliable.



As a condition of the sale our guarantee says you are to have your money back if it does not prove its superiority upon a trial in your hands. You are to be the judge. Will you try the Reliable on this condition? The Reliable of to-day is the one non-moisture machine, automatically regulates, ventilates and receives the chicks into its own nursery as fast as they come. Success can't escape you with the Reliable Incubator to hatch and the Brooder to brood them. Send us 10c postage and get Poultryman's Guide and Catalog combined.

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110 Yards Fine Poultry



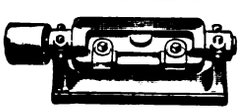
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The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

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Straightens wire from No. 3 to No. 20. It is 14 inches long, 4½ high and 5 wide. Weight 25 pounds. Send for Circular.

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ADAM'S STEEL & WIRE WORKS,

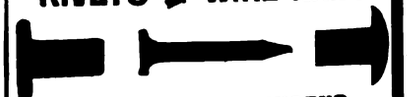
Wire Fencing, Ornamental Steel Fencing, Window Guards, Wire Signs, Jail Work, etc.



Send for Catalogue.

Adam's Steel & Wire Works.

RIVETS & WIRE NAILS.



C. C. & E. P. TOWNSEND, New Brighton, Penn.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



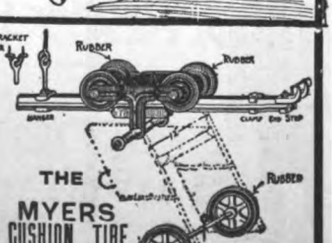
THE MYERS AND STAY-ON PUMPS, HAY TOOLS DOOR HANGERS

MEET ALL REQUIREMENTS.

Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

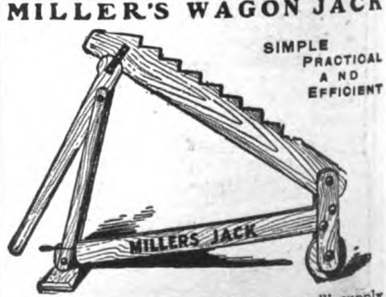
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MILLER'S WAGON JACK

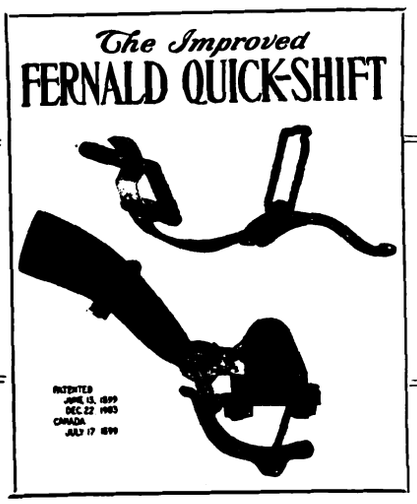
SIMPLE PRACTICAL AND EFFICIENT



If not handled by your Jobber we will supply your order. Manufactured by **J. V. HANKINSON,** FRANKLIN, O. Successor to Thos. F. Miller, Jr.

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502,272 Fernald Quick-Shifters sold during 1904.



If your jobber does not handle them write us for name of one who does.

FERNALD MFG. COMPANY,
NORTH EAST, PA.

We Respectfully Invite

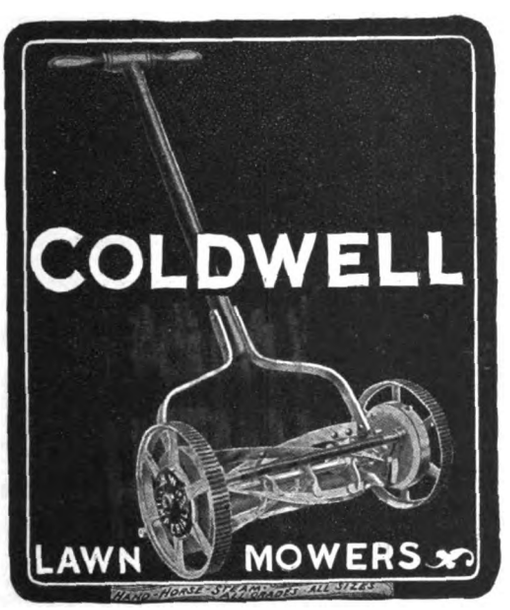
Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.



CHADBORN & COLDWELL MFG. CO.
NEWBURGH. N. Y.



Send for catalogue

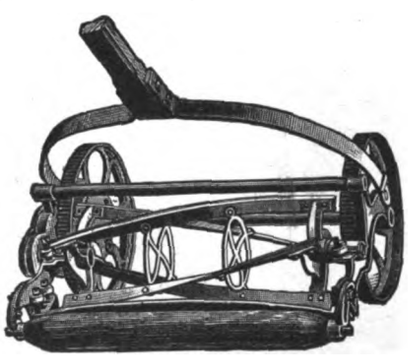
Coldwell Lawn Mower Co.
NEWBURGH, N. Y.

THE HIGHEST MARK

of perfection has been attained in

GENUINE
Philadelphia Lawn Mowers

Search the world over—our Style A is the only one of its kind.



STYLE A.

The Only All Steel Mower.

It has been imitated for 35 years but not excelled in any particular. Our catalog shows 15 styles of hand and 5 styles of horse power mowers. Every mower guaranteed. Send for our latest catalog.

Philadelphia Lawn Mower Co.
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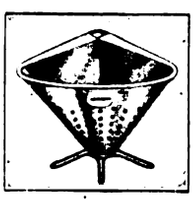
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VROOMAN PATENT SANITARY SINK STRAINER



WOMEN

Everywhere recognize their value as a hygienic kitchen utensil that absolutely prevents refuse from entering the sink or drain pipe. They are built on such principles that they stand every test of the discriminating and accurate judging women of the country. We advertise in magazines read by housekeepers.



DEALERS

who will place a trial order on sale will be surprised to see how quickly a counterfull will disappear before an enthusiastic crowd of women buyers.

Any Jobber will supply you with **Vrooman Sanitary Sink Strainer, The "Famous One."**

F. H. & E. B. Vrooman

CHICAGO, Ill.
U. S. A.



Meat and Food CHOPPERS

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 2, $1.50



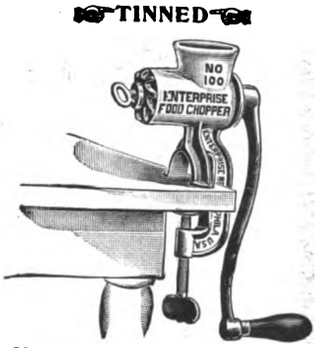
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No. 12, $2.75

"ENTERPRISE" FOOD CHOPPERS

TINNED



No. 100 Chops 2 lbs. of Meat per Minute, $1.50
No. 300 Chops 3 lbs. of Meat per Minute, 2.25

FOUR KNIVES WITH EACH MACHINE



Fine Medium Coarse Nut-Butter Cutter

Order from your Jobber Illustrated Catalogue Free

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

N. Y. Branch, 10 Warren St. San Francisco Branch, 105 Front St.

Rapid Grinding and Pulverizing MILLS

40 Sizes and Styles for Hand and Power from $1.25 to $300.00



NO. 3, $5.50

Meat Juice Extractor



No. 21, $2.50

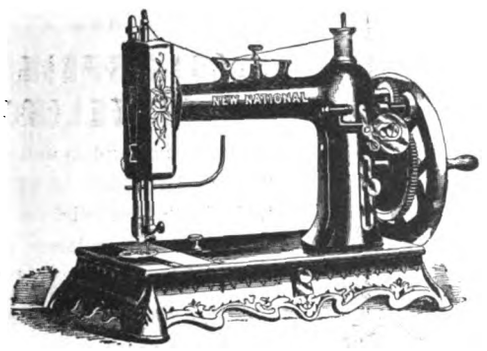
Sausage Stuffers and Lard Presses

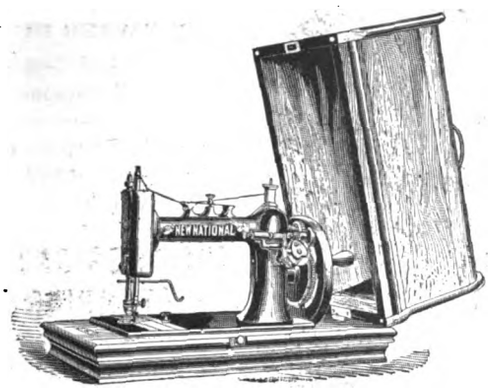
8 Sizes and Styles



No. 25, $5.50

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Imitated, But Not Excelled.

In spite of imitations **The Genuine New National** has kept its place as the BEST in all kinds of work and has demonstrated beyond question its superiority over cheap imitations.

THE GENUINE NEW NATIONAL

never gets out of order. It's always ready for work.

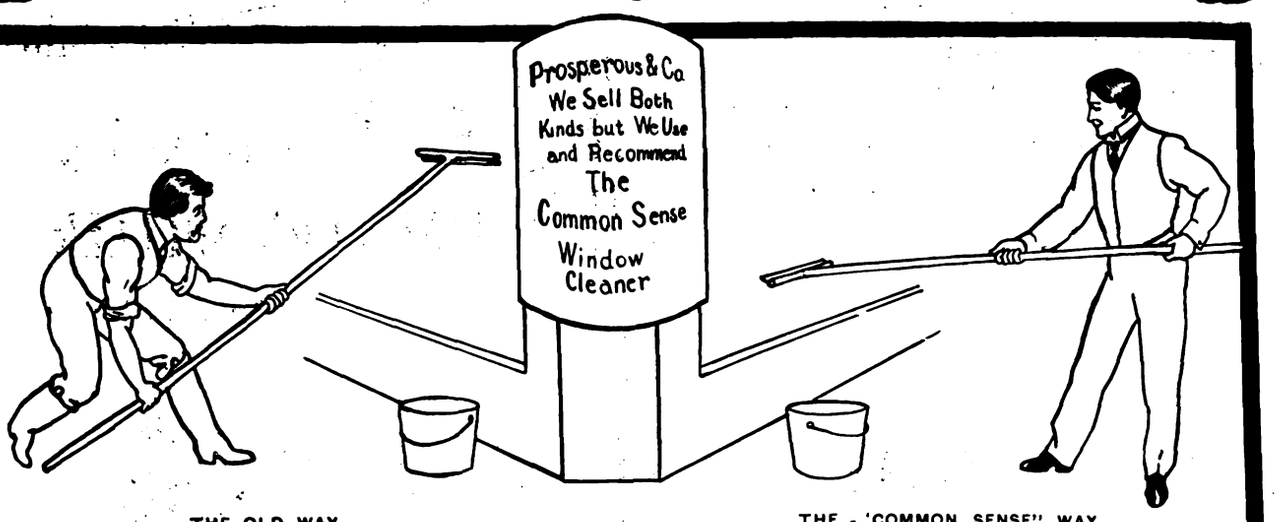
Uses a straight, self-setting needle which cannot be set wrong. Makes the double thread "lock-stitch," adaptable for all kinds of work:

Tucking, Ruffling, Hemming, Binding, Braiding, Quilting, Darning, Embroidering and all kinds of Fancy Stitching and Art Needle Work.

Send for Circular; mention HARDWARE.

THE NEW HOME SEWING MACHINE CO.

Export Dept., 28 Union Sq., New York.



THE OLD WAY

THE "COMMON SENSE" WAY

A Clean Sweep

That is what we made when we introduced the trade to

COMMON SENSE WINDOW CLEANERS

By the adjustable spring and hinge, the rubber adjusts itself to any angle allowing a

Clean sweep from top to bottom of the window

with the old style the pole hit the sidewalk before the window was half cleaned.

No more half cleaned windows—sloppy sidewalks—chapped hands and tired backs.



That spring hinge makes **the rubbers last double time.**

Don't Argue **Don't Wait**

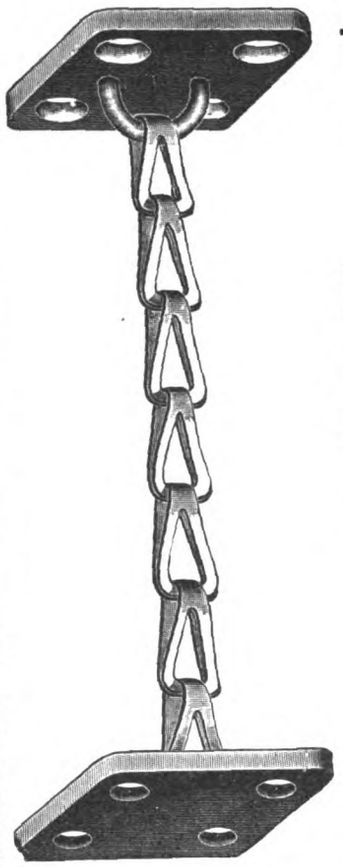
WRITE TODAY.

F. H. SMITH MFG. CO.

AND ALL JOBBERS.

18 W. Randolph St. **Chicago, Ill.**

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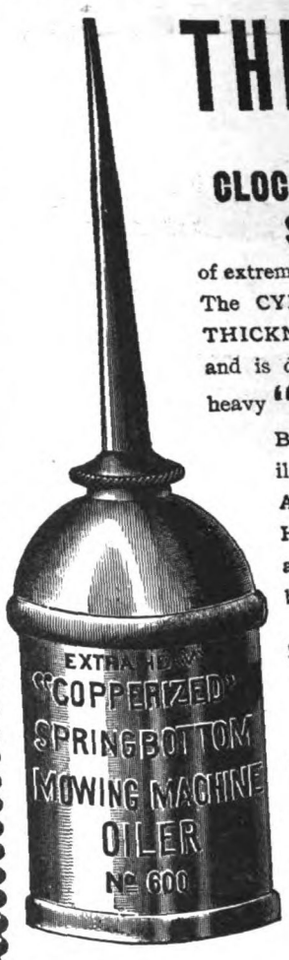
TRANSOM CHAINS.

SASH CHAINS.
JACK CHAINS.
PLUMBERS' CHAIN.
CABLE CHAINS.
BELT PUNCHES.
GAS PLIERS.
SASH FIXTURES.
PADLOCKS.

CYCLE SUNDRIES.

Write for Catalogue to

THE SMITH & EGGE MFG. CO.,
BRIDGEPORT, CONN.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,
SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT, CONN.

STARRETT TOOLS

ARE THE STANDARD FOR ACCURACY, WORKMANSHIP, DESIGN AND FINISH.

The line of Fine Mechanical Tools shown in the Starrett Catalogue No. 17 T is the largest line made by any manufacturer.

We have just added over 20 new tools which are described in a booklet.



"MORE STARRETT TOOLS"

issued as a supplement to our catalogue. If you have not received a copy of this supplement send us a postal and get one. You ought to have it.

THE L. S. STARRETT CO.
ATHOL, MASS., U. S. A.

NEW YORK, 123 LIBERTY ST. — CHICAGO, 15 SOUTH CANAL ST.



Remember!

The BAYLEY

HAND CORN SHELLER

will prove your best seller—

Because—

It will Handle Little Nubbins and Crooked or Flat Ears, as well as Straight Ones, and Handle them Rapidly.



The **Bayley Hand Grist Mills** for grinding Corn Meal, Buckwheat, Peas, Coffee, Spices, etc., are in great demand among Farmers.
Better place a trial order now.

The WILLIAM BAYLEY CO.
Successors to the Rogers Iron Co.
98 North St. - SPRINGFIELD, O.

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HARDWARE

The National Enameling & Stamping Company, George V. Hagerty, manager, makes the following announcement: For the convenience of the trade, we will remove our office and sample room February 6, from 78-80 Beekman Street to 374-376-378 Broadway, corner of White Street, where we will show a full line of the goods we manufacture. We shall be pleased to have you call and make your headquarters at our office when visiting this city.

♦

The annual meeting of the stockholders of the Savage Arms Company, Utica, N. Y., was held on January 25 and the following officers were elected: President, Benjamin Adriance; vice-president, Walter Jerome Green; secretary and treasurer, J. DePeyster Lynch. Mr. Arthur W. Savage is no longer connected with the company in the capacity of managing director and is therefore not authorized to make any transactions for the company.

♦

The officers and salesmen of the Adams & Elting Company, about twenty-five in all, held a two days' session at the Hamilton Club, Chicago, the first week in January. The exchange of ideas by the different salesmen from all sections of the country, and the talks by experts on the numerous products of the Adelite Line, proved a help and an inspiration to everyone. At the banquet given on the evening of the second day, William Boyd, of Chicago, gave a very interesting talk on the relationship of advertising to salesmenship. Conventions of this kind do much to promote that co-operation between employer and employee which brings the highest success.

♦

N. & G. Taylor Co., Philadelphia, Pa., have sent us two copies of "The Arrow." One is "Ye Twelfth of Ye Second Quiver," being the Christmas number in which Rufus the Roofer talks to his son about a roofer who has so little confidence in his work that he has to collect his bill before the weather gets ahead if him. Needless to suggest that Taylor Old Style was not used on that roof. The other "Arrow" is the "First of Ye Third Quiver," and is their New Year's number to which they call particular attention, in which Rufus the Roofer tells the young man about people being "too smart." Besides very much other instructive and interesting reading, each Arrow contains one of the parodies on the Sherlock Holmes stories, which have aroused much interest among the friends of "Taylor Old Style," tin.

♦

W. H. Bennett, who for 19 years has been with the Reading Hardware Company, Reading, Pa., nearly the whole of which he has been manager of the Chicago office of the firm, has resigned to give his entire attention to the business of the Lawson Mfg. Company, 40 Dearborn Street, Chicago, of which he is the secretary and treasurer. Mr. Bennett has been an active worker in Hardware circles in the West for nearly 20 years. He is an honorary member of the Illinois Retail Hardware Dealers' Association and an associate member of the Chicago Retail Hardware Dealers' Association. The Lawson Mfg. Company makes a line of Door Hinges, Window Locks and other Hardware specialties.

TEXAS RETAIL DEALERS.

The Retail Dealers' Hardware and Implement Association, of Texas, in convention in January in Dallas, elected the following officers for the ensuing year:

President, S. L. Erwin, Honey Grove; secretary and treasurer, J. W. McManus, Waxahatchie; first vice-president, R. L. Penick, Stamford; directors, T. T. Clark, Ennis; H. S. Allen, Calvert; W. A. Spangler, Bonham; D. B. McCall, Waxahatchie; W. M. Gunnell, Charles Hutchins, San Marcos.

The convention was in session three days, and transacted an immense amount of business.

PATENTS IN 1904.

The report of the Commissioner of Patents for the calendar year 1904 shows receipts of $1,657,327; expenditures, $1,476,000, and balance in Treasury to the credit of the Patent Office, January 1 last, $5,863,867, which includes receipts of past years. There were 52,143 applications for patents, an increase of nearly 2,000 over 1903, and 20,429 patents expired. There were 30,824 patent designs issued, 110 patents reissued, 2,158 trade marks, 1,114 labels and 297 prints registerd. More patents were issued to citizens of Connecticut in proportion to population than to any other State, one to every 1,097 persons.

INCREASE THEIR CAPITAL STOCK.

Owing to the increased business the Hackett, Walther, Gates Hardware Company, of St. Paul., Minn., has filed amendments to its articles of incorporation increasing the capital stock from $300,000 to $600,000 thus doubling it. The company had a very prosperous year in 1904 and looks for a still better one in 1905.

AN IMPORTANT PATENT SUSTAINED.

The United States Circuit Court of Appeals for the 7th Circuit (Chicago), in the case of Murray vs. Orr & Lockett Hardware Company, really The Bicycle Step Ladder Co. vs. Coburn Trolley Track Manufacturing Co., of Holyoke, Mass., on January 13, handed down its decree fully sustaining the Murray patent and declaring the Coburn ladder an infringement thereof. The case was decided on an appeal from the U. S. Circuit Court.

This case was commenced in March, 1902, and was ably and fully contested at great expense, both to the complainant and the defendant. The decision is final, there being no further appeal to a higher court possible. The Coburn ladder differs mainly from the bicycle ladder in that it makes use of small rollers in its upper bearings while the bicycle ladders make use of plain hooks.

The decree sustains the patent in the fullest manner possible. It means that any ladder built on the principle of sustaining the whole weight, practically, on the rollers at its lower end and making use of a secondary or guide bearing at the upper end, which serves the purpose of preventing the ladder from tipping over, is an infringement on the patent. This is so whether the upper bearing is a plain hook, a hook in combination with rollers or rollers with flanges serving the same purpose as the hooks in the Murray patent. The user of such a ladder is liable for damages as well as the maker. The court declares that The Bicycle Step Ladder Company were the first inventors of such a ladder and that they are entitled to the fruits of their invention.

UNION MFG. COMPANY.

The Union Mfg. Company, New Britain, Conn., at its annual meeting January 28 increased its Board of Directors to its full number of seven, by the election of George W. Corbin and A. F. Corbin. The old board, A. J. Sloper, A. W. Rice, L. C. Clark, L. A. Vibberts and M. L. Bailey, for the past five years, were re-elected. At the directors' meeting, which followed the annual meeting, George W. Corbin was elected president, A. F. Corbin, vice-president and factory manager, and M. L. Bailey, secretary and treasurer and office and general outside manager. John W. Carleton, who has been the company's superintendent for many years, still continued in that capacity.

BENEDICT COMPANY CLOSES ILLINOIS FACTORY—FAVORS EAST SYRACUSE.

The M. S. Benedict Manufacturing Company has closed its plant at Ottawa, Ill., and most of its 100 employes and their families will move to Syracuse and East Syracuse. All of the equipment from the Ottawa factory, with the exception of the power plant, will be moved to East Syracuse and placed in a new factory building which is rapidly nearing completion.

The new plant at East Syracuse is of frame, slow burning construction, 55x100 feet in dimensions and two stories high above the basement. The first carload of equipment from the Ottawa plant was loaded recently and the company expects to have the plant ready for operation next month.

The company owns the property in Ottawa which is being vacated. No disposition has been made of it. An effort is being made by the Benedict Company to consolidate its interests at East Syracuse. During the past two years extensive additions have been made to the plant. Harry S. Benedict, president of the company, said recently that orders are coming in freely from all parts of the country and the outlook indicates the biggest year in its history.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1 00 PER YEAR TO FORFIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1154 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

FEBRUARY 10, 1905.

Editorial Trade Review

The continuous cold weather with zero conditions has made the business so far this month rather halting in its volume; the immediate wants have not had to be catered to and the volume of purchases needed for Spring sales had already been secured by the larger dealers who have prepared themselves for receiving them at specified dates. Advances in prices have taken place on a number of lines, but not to the extent that was deemed probable; prices have stiffened up, special arrangements have been withdrawn, quantity discounts have been cut, and the decks cleared for action when the active demand shall again become a prominent feature. Advances are relied upon to make a good Spring opening of business, for the supposition is that a vigorous business can be anticipated when the advances on leading goods may be divided with a customer, and he thereby made happy.

The Retailers do not feel at all anxious about laying in their stocks any too early, especially the smaller dealers; throughout the country the roads are covered with snow; sleighing is very good and continuous with a further demand for belated Winter goods, the farmers are coming to town making sales good, and the working off of a Winter stock is regarded with pleasure; it has been exceedingly active, and it will be necessary to carry but few of the usual goods over to another season.

The Retailers in Convention assembled, in every direction are holding conventions, garnering fresh ideas with which to fight the common enemy, the Catalogue House, the strength of whom is daily increasing by the addition of factories to their equipment. The meetings held so far have been of an enthusiastic description, and the gatherings have all been love feasts of the most harmonious kind. The strength of the associations has been greatly augmented, more dealers annually joining the ranks, and combining for the good of the greatest number, but always leaving enough to make an opposition worthy of some attention. When they gradually return to their homes and settle down to business, it is expected trade will move with strength. The travelers for the jobbing houses will find it plain sailing, and trade will have commenced in earnest; orders will be frequent and everybody will be happy.

Then the time to add to stock will be found appropriate, and the assortment of the dealer will doubtless be increased by new lines of goods which everyone knows he can sell if carried in stock. Of new lines, the dealers should feel their way, buying first in limited quantities; increasing the number of lines, is a better policy than the overloading of stock, but the consumer should be made aware good and early, of all such efforts to make yours an up-to-date stock, as that will tend to keep out of reach the competition of the catalogue houses.

Among the jobbers, the amount of trade for January has been of an encouraging character, and of satisfactory volume.

The promise of steady conditions among the mechanical trades, with an improvement in the labor markets in every direction, will have a tendency to bring the better grade of tools to the front, those that have not been sold to any extent during the past year. Dealers are overhauling their stocks with a view to replenishing them with the most improved tools of good quality that can be had. The day when anything will do that will answer the purpose, has been relegated to the background; and catalogue house competition has opened the eyes of the wide awake dealers, and made the disposition to keep their stocks up to date widely prevalent.

While the advances on goods since the first of the year has been fairly frequent, they have not been of a radical character that would cause a dealer to hesitate about ordering without some concessions being made. Among the goods affected by changes may be mentioned Strap and T. Hinges, Bright Butts, Sledges and Hammers, Wringers, Picks, Mattocks and Grub Hoes, Tinware and Galvanized Ware. In a great many cases the advances came in the shape of the withdrawal of special concessions that could no longer be given; causing a hardening of prices which do not show on the surface of market quotations.

There is now at this season of the year many delays in the shipment of specified requisitions on orders. Goods purchased in carload quantities that should be only a few days reaching their destination under favorable conditions. take as many weeks. Whether this is due to the severely cold weather we have had lately, or short crews on freight trains, or inefficient management or any other causes, the conditions are certainly of an aggravated character on some of the contracting lines.

There is a feeling prevailing to some extent throughout the trade which looks forward with a feeling of confidence for this Spring's sales of Builders' Hardware; and they are ordering enough of this class of goods to endorse their views, anticipating a good business in Locks, and Locks in sets, fancy butts to match, and door knobs of the latest style, and everything appertaining thereto. There is indicated a demand that will take a good supply of these goods, for an amount of building is planned that will absorb them. The increasing wealth of the country is noticeable in trade centers in the desire for a better class of houses in which to live, from which rentals may be obtained that will remunerate the capitalist handsomely, and the money can be had for these improvements at low rates, thus making this a most favorable time in which to promote movements of this character.

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MAINTAINING THE PRICE

By A. EUGENE BOLLES

Maintenance of prices has been suggested in many instances as a specific for the elimination of all troubles arising from department store and mail order house competition. It is not a new remedy by any means, but it seems to have been put forward recently with additional force. Neither is it an untried remedy for several manufacturers in this country have tested the matter thoroughly with varied results. In a few instances where the policy has proven successful those manufacturers have wisely continued its use, and there are several concerns whose goods can only be bought at certain prices by the consumer regardless of the character or location of the business of the distributing agent.

On the other hand the attempt on the part of some other manufacturers to insist that certain prices be maintained on their goods has produced adverse results. In one particular case where recently a certain manufacturer having refused to sell his goods to a Western catalogue house unless the selling price be maintained, the catalogue house has purchased a vacant factory building in a New England town and is fitting it with machinery for making the goods heretofore purchased from this manufacturer. This is not the first instance of the kind as several different lines of goods are being manufactured by the two larger mail order houses. In view of these facts it is obvious that manufacturers of well known patented articles of the sort that cannot be closely imitated, can with safety to themselves insist upon the maintenance of prices and by so doing keep down to a minimum unjust competition on these particular articles; while on the other hand when the maker of staple or semi-staple goods attempts to put into force such a policy it not only results in his losing entirely the larger orders of the mail order houses, but creates as well in many cases

NEW COMPETITION

to his own line of goods. Is it to be wondered at, therefore, that manufacturers are hesitating in this matter?

The writer was talking to a certain manufacturer a few days ago on this subject. The manufacturer said: "There is one article in my catalogue that we have been making for about twenty years. It has been listed and illustrated in the catalogues of several of the leading jobbers who sold very, very few. A little more than a year ago I was induced to accept from a catalogue house an order for these goods and, do you know, including the orders I now have on my books from this firm, they have ordered from me in a little more than a year more of these goods than I sold altogether through Hardware jobbers during the previous twenty years. Now suppose I would say to that mail order house "Sell those goods at a certain price, or I won't let you have any more of them," what would they do? Why, they would be manufacturing them inside of sixty days, or at least making such a good imitation that it would pass with their trade."

No one regrets the condition of affairs more than the writer, but who can be absolutely honest and condemn that manufacturer. Some might go so far as to say that he should, if necessary, cut off that branch of his business entirely "for the good of the trade" but it requires very little foresight to perceive his ultimate finish should such action be taken. Few business men are willing to turn themselves into human sacrifices, especially where such a sacrifice would be in vain.

THE LEGAL RIGHT

of the manufacturer of a patented article to enforce its being sold at a specified price was covered in the decision rendered in the United States Circuit Court of Appeals in the case against "The Fair" by the Victor Talking Machine Company. The court reviews the facts referring to the patents on the Victor machine and the manner of its sale to jobbers and dealers, namely, on contract that they should be sold at retail for a certain specified sum, and states that in spite of this "The Fair" having at the time full knowledge of the restrictions under which the jobber took the machines, purchased and acquired possession of them, with the labels conspicuously attached thereto, from the jobber; advertised them for sale at $18 each and sold some and insisted on its right to sell more at the cut price." The decision of the court on the merits of the case is as follows:

> Without applying to the Patent Office, one may make and use and sell the device that embodies his invention. That is his natural right. All that the government can and does grant him is the right to exclude others from practicing his invention without his consent. Within his domain, the patentee is czar. The people must take the invention on the terms he dictates or let it alone for seventeen years. This is a necessity from the nature of the grant. Cries of restraint of trade and impairment of the freedom of sales are unavailing, because for the promotion of the useful arts the constitution and statutes authorize this very monopoly.
>
> By its terms, the grant covers three separate or separable fields. The patentee may agree with one that he will not exclude him from making, with another from using, and with yet another from selling devices that exemplify the principles of his invention. Within the field of making it has never been doubted, so far as we are aware, that he may subdivide as he pleases and offer to sell or lease in the most fanciful parcels on the harshest terms; that whether purchasers and tenants come or not is purely his own concern; and that, if purchasers or tenants do come, the courts will enforce the terms of the sale or lease. And how could it be otherwise? Owning the whole, he owns every part. The field being his property, and there being no law for seizing it and adjudging his damages, he can not be compelled to part with his own except on inducements to his liking.
>
> The same conditions must prevail within the field of use, for how can it be distinguished? And the Circuit Court of Appeals for the Sixth Circuit, in a case we thoroughly approve, has ruled that a patentee may farm out such a part of the field of use as he pleases and retain the balance, and that whoever without permission enters the reserved portion is an infringer.
>
> And in Edison Phonograph Company vs. Kaufman, 105 Fed., 960, and Edison Phonograph Company vs. Pike, 116 Fed., 863, the holdings were that a patentee may reserve to himself as an ungranted part of his monopoly of sale the right to fix and control the prices at which jobbers and dealers may sell the patented article to the public, and that whoever, without permission, enters the reserved portion is an infringer.
>
> In the present case, the vice of counsel's argument lies in the assumption that the jobber, by paying his money to appellants, acquired such an unrestricted title to the machines in question that appellee could take them and fix its own prices in offering them for sale to the public. The bill very clearly shows that appellants said to the jobber, "We are unwilling to part with the whole of our monopoly. There are no terms on which we will give you unrestricted right to deal in our machines. However, if you choose to pay our price for a limited right, we will place our machines in your hands to be sold by you or by dealers under you to the public at not less than $25 each;" and that the jobber explicitly accepted this offer. It is axiomatic in all departments of the law that unless the quality of innocence intervenes the title of the purchaser is no better than his sellers. The bill directly charges appellee, a dealer, with prior knowledge of the terms on which the jobber came into possession of the machines. Whether or not appellee covenanted to be bound by the terms is not alleged; and whether or not an implied promise arose from the appellee's purchase is immaterial in this case, for the suit is not upon a promise to keep out of the reserved portion of the monopoly, but it is for the tresspass in entering without permission.
>
> It is perhaps needless to observe that what the rights of the public, who purchase at $25 may be with respect to reselling, is a question not involved."

ROBERT H. INGERSOLL AND BRO.,

manufacturers of watches state their position on the subject in the following:

"Replying to yours of the 11th inst., referring to the Catalogue House Question, we would say that this subject has occupied our attention briefly and we have read the circular communications of various Western jobbing houses, aimed at such houses as a class, and have concluded that so far as we are concerned we do not wish to enter into any controversy on this subject.

So far as these enterprises as a class are concerned, both in the retail and wholesale line, they would seem to have a legitimate place in American markets, judging from their great success of recent years. As to our relations with them, we insist on our Ingersoll line of watches, that our prices shall be absolutely maintained. This has naturally resulted in a number of these houses refusing to handle this line of goods, which meets with our approval.

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We manufacture another line of goods, however, which we sell to them with less rigid restrictions as to price, but even on those we insist on the maintenance of what we consider a sane price, which has again interfered with our selling a few of these people. To sum up, we apply our rules to these houses and make the conformations to them the gauge of whether we shall deal with them or not. Our relations with a number of them have been of the most satisfactory kind, while they have been the opposite with others.

We wish you to understand from the above that we will not allow Catalogue Houses to demoralize the price of our goods and therefore compete unfairly with either the jobbing or retail trade we have established."

OUR COMMERCE WITH CUBA.

Figures of the trade of the United States with Cuba under the reciprocity treaty are published by the Department of Commerce and Labor through its Bureau of Statistics. These statements include two sets of figures: (1) the report of the United States Government showing the total value of its imports from and exports to each country of the world, including Cuba, during the full calendar year 1904, and (2) the report of the Cuban Government, showing its imports from and exports to each country of the world during the first half of the calendar year 1904. As the reciprocity treaty with Cuba began practically with the beginning of the year 1904 (December 27, 1903), the figures of the year or half year 1904, compared with those of the corresponding periods of the preceding year, give an opportunity to compare the trade under the reciprocity treaty with that of corresponding periods of the year or years immediately preceding.

The figures of the United States Government showing its total imports from and exports to each country of the world show that the imports from Cuba in the calendar year 1904 under the reciprocity treaty were $74,950,992 in value, against $57,228 291 in 1903. This indicates an increase of practically 18 million dollars, or 31 per cent. During that same period our total imports from the West Indies, including Cuba, but excluding Porto Rico from consideration, grew from $74,890,690 in 1903 to $89,561,026 in 1904, an increase of but 14½ million dollars, or 20 per cent. Thus the entire increase in our imports from the West Indies occurred in the trade with Cuba, the imports from the other West India Islands showing in practically every case a decrease as compared with the preceding year. The total imports into the United States in 1904 were $1,035,909,197, against $995,494,327 in 1903, an increase of 40 million dollars, or but 4 per cent. Thus the imports from Cuba increased 31 per cent. while the imports from other sections of the West Indies were decreasing, and the total imports into the United States from all countries were increasing but 4 per cent.

Turning to the export side the figures of the United States Government show total exports to Cuba in the calendar year 1904 valued at $2,644.345, against $23,504,417 in 1903, an increase of $9,139,928, or 38.9 per cent. The total exports to all parts of the world in 1904 were $1,451,355,645, against $1,484,753,083 in 1903, a decrease of $33,397,438, or 2.3 per cent. in the grand total exports, while to Cuba alone, as above indicated, the increase is practically 40 per cent.

Exports from the United States to Cuba in the calendar year 1904 exceeded those of any earlier year in the history of our trade with that island, the highest total in any preceding year having been that of 1901, $27,007,024, against $32,644,345 in 1904, an increase in 1904 of 20.8 per cent. over the previous high record year, 1901. The imports from Cuba in 1904 were less in value than those of the calendar years 1894 and 1892 and of the fiscal years 1874 and 1873. Summarizing in a single sentence the figures of our export trade to Cuba in 1904, it may be said that it is larger than in any preceding year, and that the increase over 1903 was 38.9 per cent., while the increase in imports from Cuba in the same year was 31 per cent.

Considering the Cuban figures of imports and exports during the existence of the reciprocity treaty and comparing the same with those of the corresponding period of the preceding year, the Bureau of Statistics publishes a table received from official sources in Cuba showing the imports and exports of Cuba by principal countries during the first six months of the calendar years 1903 and 1904. These figures, it is proper to add, include gold and silver as well as merchandise, while those of the United States above discussed relate to merchandise only. The table shows that Cuba's total importations from the United States, including gold and silver, in the first six months of 1904 were $15,416,503, against $13,696,673 in the corresponding period of 1903, and that her exports to the United States in the first half of 1904 were $53,109,619, against $36,046,328 in the corresponding months of 1903.

The figures of Cuba's trade with other countries are also given and show in practically all cases a larger percentage of increase in imports from those countries than of imports from the United States. From the United Kingdom, for example, the increase in imports is 34.5 per cent.; from Spain, 23.8 per cent.; from France, 48.4 per cent., and from Germany, 39.9 per cent.; while from the United States the increase is but 12.8 per cent. Thus in the case of each of the countries named the percentage of increase in imports during the first six months of 1904 was greater than that in imports from the United States. Comparing the imports during the first half of 1904 with those of the corresponding period of 1903, Cuba increased her imports from all countries 22.8 per cent., her imports from other countries other than the United States 30.3 per cent., and her imports from the United States alone 12.6 per cent. In the first half of 1903 the United States supplied, according to these figures, 42 per cent. of the total imports of Cuba, and in the corresponding period of 1904 39 per cent.

The exports from Cuba to the United States during the first six months of 1904 were $53,109,619, against $36,046,328 in the corresponding months of 1903, an increase of 47.3 per cent. The exports from Cuba to all countries increased from $44,120,812 in the first six months of 1903 to $60,033,227 in the corresponding period of 1904, a growth of 36.1 per cent., while to countries other than the United States Cuba's exports fell from $8,074,484 in the first half of 1903 to $6,923,608 in the corresponding months of 1904, a decrease of 14.2 per cent.

SOUTHERN SUPPLY AND MACHINERY DEALERS' ASSOCIATION.

We have received the following letter in regard to their future movements.

Knoxville, Tenn., January 25, 1905.

The Executive Committee of the Southern Supply & Machinery Dealers' Association held a meeting at New Orleans on the 16th and 17th inst., and made arrangements for the annual convention of the Southern Supply & Machinery Dealers' Association, which is to take place April 25, 26, 27 and 28, 1905, at the De Sota Hotel, Savannah, Ga. The Executive Committee has appointed Mr. Denny of the Georgia Supply Co., Savannah, Ga., as Chairman of the Entertainment Committee, and Mr. Disosway, of the Cotton States Belting & Supply Company, Atlanta, Ga., as Chairman of the Transportation Committee. Favorable rates have been made with the De Sota Hotel, and the programme that has been adopted will not only be exceedingly interesting to every manufacturer in the United States and to every supply dealer, but will also be enjoyed by all who take part in said convention. The Executive Committee extend an invitation to all supply dealers to be present, and also to the representatives of the different manufacturers with whom the supply dealers do business. Indications are that this will be the most enjoyable and most largely attended convention that has ever been held by said association. Rooms at the hotel are being engaged now by eastern manufacturers, and a great many of them are going to bring their ladies with them. The hotel people have given every indication that they are going to do their part to make the convention a great success. The Entertainment Committee have made such arrangements that will insure every one present a nice time. Savannah is one of the most beautiful cities of the South. The De Sota Hotel is one of the noted hotels of the South, and the time of the year, viz., April, Savannah will be seen at her best.

Yours very truly,

SOUTHERN SUPPLY & MACHINERY DEALERS' ASSOCIATION,
PETER E. BLOW, President.

THE "GEM" MINSTRELS.

Owing to the unexpected and gratifying success of their endeavor last year, the "Gem" Minstrels appeared again this year on a more elaborate scale. The "Gem" Minstrels are amateurs confined entirely to the office of the New York house of Sargent & Company, 151 Leonard Street, and are so named in honor of the celebrated Gem Food Chopper, made by Sargent & Company. The show was held on January 27th at the Germania Club in Brooklyn, and was given to an audience of nearly one thousand people. The efficient interlocutor was Clarence Roberts, who acted in that capacity last year. The "end men" also were the same as last year, being Tambos—F. G. Hammer, H. R. Tait and C. E. Corey; Bones—E. S. Massey, Arthur Mahony and Herman Fritz, each of whom rendered a solo that was received with a great deal of applause. Several of the chorus also rendered solos. One particularly pleasing feature of the programme was a duet by F. G. Hammer and Arthur Mahony, entitled "Seminole." After the show a dance was enjoyed by the young people. Early morning witnessed the end of what was voted by all to be a most pleasurable affair.

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TALKS WITH RETAILERS

By AMOS

In a previous issue of this paper the writer made the statement that the most effective weapons for combatting Catalogue House and other competition lay in the hands of the Retail Hardware Dealers. These weapons may all be classed under one general head, namely, "Aggressive Uptodateness in Business Methods." This one main classification, if separated into its several parts will be found to consist of: "Care in selecting stock," "The skillful arrangement of goods in the store," "Attractive store interiors and windows," "Knowledge of stock," "Thoughtful, truthful advertising," and "Politness to customers." Many other sub-classifications might be added, but it is safe to say that the Hardwareman who is armed with all these, each in perfect order, will have little trouble in securing and holding a fair share of the Hardware trade in his neighborhood. It may be suggested by some pessimistic individuals that a merchant thus equipped would be a sort of "rara avis" but after reading the large number of letters recently received at this office from retailers, the writer is inclined to think Mr. Pessimist would alter his opinion.

Previous articles on this subject have evidently awakened much interest among our readers and a number of them have written us giving the details of the plans used by them to hold their trade. Letters of this sort are always welcome. Plans of campaign that succeed in one locality may not always win out in other places, but where many ideas are given, each dealer should be able to select at least one that can be carried out with success with his trade.

With Their Own Weapons

The Ralph M. Burtis Company, of Oshkosh, Wis., have taken up the question of mail order competition in an especially agressive manner, with excellent results. They send us a circular recently mailed to all the farmers tributary to their store, and which had a splendid effect according to their letter, making for them a number of steady customers. In their letter to us they say: "It has been our policy to fight Catalogue House Competition as aggressively as we know how. We never have thought it good policy to sit down and decry it, nor to belittle these houses with our customers. If we find a man who has been buying from these people we tell him that they are good houses, and will undoubtedly treat him well, and give him value for his money; at the same time they are not the great bargain-givers that they claim to be, nor do they sell goods cheaper than anyone else. Then we take him to the mail order catalogues, which we always keep in the store, and prove to him by comparing our prices with theirs, that he is not making anything by sending away for his goods. On some established goods Catalogue House prices are exceedingly cheap, and we believe a dealer makes a mistake if he tries to get a much higher price, for every one knows the mail order prices. On the great majority of stuff Catalogue Houses are not cheap, and we find no trouble, in meeting most of their prices, and make a fair profit."

The circular mentioned is well printed and so arranged that it is easily read. We give it herewith in full:

JUST A WORD.

If you have been buying Hardware from the mail order houses we believe we can save you money. We have been doing it for others ever since we started our store.

HOW WE DO IT.

Perhaps you do not know that the catalogue houses do not carry in stock one-half of the goods that they list. Especially is this true of their Hardware line. For this reason they can and do sell some few things close to cost, using them as leaders. They have no money invested in the stock, and their only expense is a few pages in their catalogue.

We will at all times furnish you anything in our line at exactly the same price you would pay the mail order houses plus the freight you would pay if you bought of them. We will take all responsibility of ordering and seeing that we get exactly what is called for, will stand all postage and cost of sending money, and if there is any breakage of goods in shipment will stand that also.

All we ask is that you put the same confidence in us that you do in the catalogue houses. Leave your money when you leave your order, and give us the same time to get the goods as would take to get them from the catalogue houses.

For many years the mail order houses have been persistent advertisers. They tell you that they sell all goods at wholesale prices. They try their best to give you the idea that they are in business solely for their health, and because they are particular friends of yours. One of the big ones in Chicago started less than thirty years ago with $50,000. Last year they are supposed to have cleared over $2,000,000 in profits. Do you believe all they tell you?

Now we would like very much indeed to have you consider us your particular friends, but we are honest enough to tell you that we are not in business for our health. We need the income from our store to make a living for ourselves, and once in a while, a dollar or two beside. The best way we know of doing this is to get along with just as small a profit on each sale as possible, and make lots of sales.

When we started our store we marked our goods along these lines and we have been very successful. This year, however, we want to increase our sales all we possibly can. This is why we beg you to consider our plan. Come to our store and see the goods and prices. We will treat you courteously, and you will not be urged to buy anything you don't want. WILL YOU TRY OUR PLAN?

THE RALPH M. BURTIS CO.,
117 Main Street,
Oshkosh, Wis.

With each circular was enclosed a letter as follows:

Dear Sir:—Will you kindly look over the inclosed circular, and the next time you come to Oshkosh come in and let us know what you think of our plan?

We are out for the business of the man with cash, who buys where he can buy the cheapest and pays for what he gets.

More or less business has been going to the Mail Order Houses because they have made a strong appeal for it. Sometimes we find that the man with cash believes they can do better for him than his home dealer.

We believe this to be a wrong idea; but, until now, no one, so far as we know, has made any effort to correct it.

We are the youngest Hardware store in Oshkosh, but we have gained the reputation of being the leaders in our line.

Our stock is extremely well assorted.

We are courteous with all our customers, and we are progressive.

To make our business grow we must sell everybody that we can.

If you have been buying of the Mail Order Houses will you please bear us in mind the next time you need anything in our line?

We will always do exactly as we tell you in the circular, and many times we can even do a little better than this and save you the freight. Yours very truly,

THE RALPH M. BURTIS CO.

* * *

A Campaign of Education.

Twixt optimist and pessimist
The difference is droll
The optimist the doughnut sees
The pessimist the hole.

Blessings on the Hardwareman who "sees the doughnut," who sees a silver lining to every cloud; who has faith in the ability of American Hardwaremen to work out their own salvation in this or any other question.

La Due and Baldwin of Coral, Michigan, are the kind of people who see the doughnut. Located in a country town of less than a thousand inhabitants they are getting after the trade in a way that wins. A letter recently received from this progressive firm reads as follows:

"Judging from what experience we have had in reference to the catalogue house question, we believe that the best results are obtained through a 'Campaign of Education.' While the Chi-

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cago houses undoubtedly sell a large amount of goods of all kinds here, we have found that they have a few regular customers who probably purchase most the goods they can conveniently wait for of them; with these people there is but very little use talking. But in view of the fact that most people prefer getting their goods when they pay for them, and other things being equal, or nearly so, they will buy at home, we think that the proposition resolves itself into convincing them that things ARE equal or nearly so in ninety-five per cent. of the cases. We feel that we have been quite successful in so convincing them. We have had much the largest stove business this season of any of the twenty-two years business we have conducted here and the Chicago people have had the smallest since they became a factor in the business of this locality. This we believe to be the result of work we have done in the manner above mentioned—we can attribute it to nothing else.

"While we believe that more permanent results may be obtained in this manner, we believe the work being done by the various local, State and national organizations is something that should be understood, helped and appreciated by all those in whose interests it is being done. We think, also, that the dealers in all lines who suffer most from catalogue house competition are those who think that business can and should be done on as large a margin of profit as that obtained previous to about the year 1893."

* * *

The story of Washington and his hatchet never grows old, and each year as the twenty-second day of the second month rolls around it is repeated at family firesides and printed and reprinted in the original and burlesque forms in newspapers all over the land. It suggests to the writer (as nearly all good things do) the heading of an ad. How would this do?

WASHINGTON'S HATCHET

is famous in song and story, not because of the workmanship in it but because of the job of chopping in which it was used. Our Hatchets, Axes and other Edged Tools are famous for the metal used in their construction, for their temper, their finish, and the fact that they are JUST RIGHT in every particular, and every man who has bought any of these goods of us, has been singing their praises ever since.

* * *

Where are your cold weather goods these days when the mercury is down around the zero mark? Are your skates, horse blankets, sleigh bells and other seasonable goods out in plain sight where each article can do a little talking on its own account? At the best, the Hardwareman has a lot of talking to do and it behooves him to get all the assistance he can in this line of work. Seasonable goods, if properly displayed, are continually asking the passing customer "Take me with you" and a little work in arranging them carefully and conspicuously will make a great saving in the retailers stock of talk.

* * *

The Postal Progress (?) League will shortly be given a hearing by a sub-committee of the House Post Office Committee on their proposition to combine third and fourth class postal matter under a uniform rate of eight cents per pound. Their claim that the making of this proposition a law will ultimately reduce the postal deficit would hardly seem to hold water in view of the statement recently made by Mr. Madden that it costs our government FOURTEEN cents per pound to handle and transport mail matter. It would be interesting to all Hardwaremen to know the kind of arithmetic the League uses in claiming a profit on a service that costs nearly double the rate they recommend.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Landlord's Liability for Lease of Infected House.

QUESTION: Some time ago I leased a house of a party for the term of one year. Nothing was said about the sanitary condition of the house. Soon afterwards one of my children developed a severe case of scarlet fever and I found that just before the house was leased to me, one of the owner's children had been sick with the same disease and the premises and the house were never properly disinfected. Is the owner liable to me in any way and have I a right to vacate the premises?

REPLY: As a general rule the lessee of premises must take them as he finds them and the lessor is not responsible for any defects in their condition which examination will disclose or investigation will make apparent. In the absence of an express agreement, there is no implied warranty that the house shall be tenantable or fit for occupancy.

But a different rule applies where the landlord knows of defects, the existence of which no amount of investigation will disclose, and leases the premises without informing the tenant of their existence. If the house is infected by a contagious disease and the landlord knows this fact, he is under a legal duty to disclose it to a prospective occupant, and failure to do so is a fraud which will justify the tenant in leaving the premises, and perhaps in holding the landlord liable for damages as well. We think on the facts, as you state them, the landlord is guilty of a manifest fraud.

Conversion—Agency No Defense.

QUESTION: About a month ago a man whom I did not know came to my livery stable with a horse which he asked me to sell for him as soon as possible, stating that he did not wish to pay for keeping it any longer. Acting on his instructions, I sold the horse for one hunrded and fifty dollars and paid the money to him, less my commission. It now appears that he stole the horse and the owner threatens to sue me. Am I responsible?

REPLY: It is well settled that any unauthorized interference with or dominion over the property of another without his consent, constitutes a conversion and renders the person exercising it liable to the true owner for whatever damages he may have suffered thereby. If the man for whom you sold the horse was a thief he had and could have no title to the animal and had no power to authorize its sale. The fact that you sold the horse simply as his agent and in good faith and without knowledge of its true ownership is not material. If he could not sell the animal in the first instance he certainly could not legally authorize you to sell it. One who sells or otherwise disposes of personal property is bound at his peril to ascertain its true owner. Your case is a hard one, but we think you are clearly liable for the value of the horse.

Receipt of Check "In Full"—Suit for Balance.

QUESTION: A dispute arose with a contractor who was employed to make certain repairs on my house. He rendered me a bill for $1,400. I immediately wrote him that I would neither recognize or pay the bill, and that the correct amount due was $765. In the letter I enclosed a check for $765, and stated: "I send my check in full satisfaction of your account. If this is not satisfactory, you can sue me." He cashed the check without replying to the letter. He now threatens to sue me for the balance of the claim. Kindly advise me as to my rights.

REPLY: The acceptance and retention of the check constituted a complete accord and satisfaction, and left no right in the contractor to any further recovery upon his disputed claim. Your letter presented the alternative of the acceptance of the check in full, or the commencement of a law suit, if he should be unwilling to accept the check. By using the check under such circumstances without protest or objection, he must be deemed to have elected to accept the amount designated. In all cases where there is a bona fide dispute as to the amount of an indebtedness, this is the settled rule of law.

Selling Ammunition to Minors—Law in Pennsylvania.

QUESTION: Kindly give me through the columns of your paper, the law in Pennsylvania in regard to selling ammunition to boys under sixteen years of age. W. E. Y.

REPLY: "Any person who shall knowingly and wilfully sell or cause to be sold to any person under sixteen years of age, any cannon, revolver, pistol or other such deadly weapon, or who shall knowingly and wilfully sell or cause to be sold to any such minor, any imitation or toy cannon, revolver or pistol so made, constructed or arranged as to be capable of being loaded with gun powder or other explosive substance, cartridges, shot, slugs or balls and being exploded, fired off or discharged and thereby become a dangerous or deadly weapon or who shall knowingly and wilfully sell or cause to be sold to any such minor, any cartridge, gun powder or other dangerous and explosive substance shall in every such case be guilty of a misdemeanor and upon conviction thereof shall be sentenced to pay a fine not exceeding three hundred dollars." (P. L. 111, Sec. I, Pepper & Lewis Digest, Vol. I, page 1,162.)

A NEW SUBURB OF SHEFFIELD.

The other day, in the market-place of Johannesburg, says the *Ironmonger*, a cheap-jack was loudly proclaiming the excellencies of some pocket-knives which, he declared, were of the best Sheffield make. Out of curiosity I examined one of them. It was marked, "Solingen." On calling the attention of the auctioneer to the fact he remarked, "Where were you educated, guv'nor, not to know that Solingen is a suburb of Sheffield?" The entire audience looked compassionately at me, evidently pitying my lamentable ignorance, and not feeling equal to a war of words, I moved hastily on.

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NEW BLACKSTONE ROTARY WASHER.

The Blackstone Manufacturing Company, Jamestown, N. Y., are pushing for preeminence in the trade the new Blackstone Stave Leg Rotary Washer, which in its latest and best form, it is placing before the trade. In the construction of this machine each leg is securely bolted with two heavy steel bolts to the

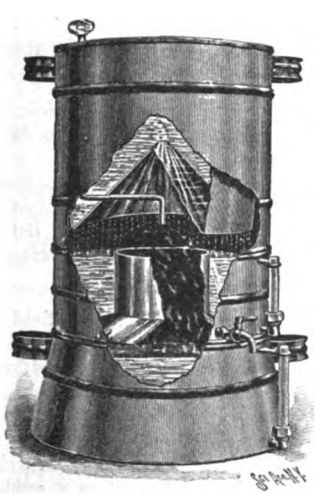


NEW BLACKSTONE ROTARY WASHER.

chime of the tub. They are then reinforced with two steel rods, running through, under the crosspiece, from one leg to the other. The legs therefore may at any time be removed or replaced without impairing the efficiency of the washer. The Rotary Washer has a flaring bottom, a high grade tub, steel braced with extra heavy stave legs, three heavy iron hoops, corrugated sides and bottom inside, handsomely finished, aluminum bronzed gearing, and aluminum bronzed flywheel. It is made in one size, especially suited for family use. The shipping weight, crated, is 70 pounds. The company's rotary washers are fitted with an improved bottom, which insures against warping, and thereby prevents leaking. The cross piece is one inch in thickness and is dovetailed into the bottom, which holds the bottom rigid under all conditions.

THE SANITARY STILL.

The A. H. Pierce Manufacturing Company, 83 North Green Street, Chicago, Ill., are the manufacturers of the Sanitary Still which is shown in the following illustration. They are the makers of twenty different styles and sizes of the Sanitary Still, ranging in capacity from one-half gallon per hour, up to sixty gallons per hour, or more. The styles numbering from No. 1 to

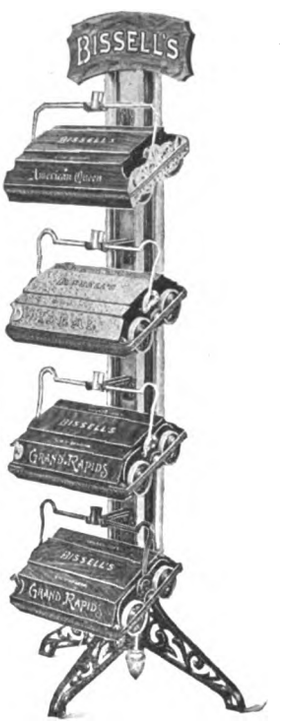


THE SANITARY STILL.

No. 6, are those principally in demand for family use, can be used over any ordinary kitchen range, taking the place of the tea-kettle, and require no more attention to operate. The No. 1 to No. 4, have a maximum capacity of one-half gallon per hour; the No. 5 and No. 6 are a trifle smaller, consequently have a little less distilling capacity. The No. 11 and No. 12 styles, the operation of which is described in detail in catalogue, have a capacity of one gallon per hour with the necessary heat and can be operated automatically or otherwise as desired, if fitted with the distilled water reservoir. The Sanitary Stills are used by thousands of people throughout the country and are admitted to be infinitely superior to any other appliance that has ever been placed on the market and should be in every household, distillation being the only means by which one can be assured of absolutely pure water. A. H. Pierce & Company are carrying ads. in a number of publications which reach the consumers; for instance, *McClures Magazine, Review of Reviews, Literary Digest* and others. They are willing to give exclusive agencies in smaller towns to the dealers, referring the enquiries from that neighborhood to the dealer who represents them.

BISSELL CARPET SWEEPER CO.'S SPRING OFFER.

The Bissell Carpet Sweeper Company, Grand Rapids, Mich., and 25 Warren Street, New York City, are making their usual "Spring Offer," which enables a dealer to order One dozen Carpet Sweepers, and have an assortment to show his customers of six kinds all "Cyco Bearing" or latest improved; with which the company includes, free of charge; one Easel No. 4, of which we



EASEL NO 4.

give an illustration; and accompanying it is an elegant lithographed hanger; a new series of poster cards, which consists of four 11x28 inches; four cards to display the Sweeper Handles; one award card (in colors); one counter card in colors 8½x14 inches; cards for advertising in street cars, as many as are needed, and new electrotypes, as many as are needed for local advertising. They include all these in their "Spring Offer," thus fitting a dealer in good shape to use all of them in exploiting the merits of the Bissell Sweeper, and assist in selling these desirable goods at a profit. Write for complete particulars.

INCREASED EXPORTS IN 1904.

Exports of principal articles of domestic manufacture in 1903 and 1904, grouped in the order of magnitude in 1904, follow:

	1903	1904.
Iron and steel manufactures	$99,036,697	$128,553,613
Copper manufactures	43,509,788	74,816,934
Refined mineral oils	65,846,403	74,273,525
Leather, and manufactures of	32,723,605	35,824,492
Cotton manufactures	27,131,950	33,660,617
Agricultural implements	22,951,805	21,654,892
Chemicals, drugs, etc.	12,916,237	13,446,670
Wood manufactures	13,634,065	12,111,086
Cars and carriages	10,605,184	10,104,026
Paper, and manufacturers of	7,339,914	7,883,686
Other manufactured articles	85,758,267	90,435,188
Total exports of manufactures	421,453,915	502,764,729

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RECENT TRADE PUBLICATIONS.

STURGES & BURN MFG. CO., Harrison and Green Streets, Chicago, Ill., are distributing their catalogue No. 5 exploiting their milk cans, dairy tinware, sheet metal specialties, steel churns, etc. This firm emphasize the fact that they are not in the Trust. In the construction of their milk cans they state the highest grade steel plate is used throughout, tinned and retinned after being cut, squared and punched before putting together. Pure solder is floated into all inside seams, making them smooth, with no shoulders or crevices where sour milk can collect. For further information regarding their products, send for catalogue.

CORTLAND DOOR & WINDOW SCREEN CO., Cortland, N. Y., have recently issued a neat catalogue in pamphlet form, illustrating a much larger line of screen doors and windows than shown in their former catalogue. In response to repeated requests the Cortland Company are placing on the market, the Cortland Five-panel, special made, screen door, which is much better than the ordinary fancy screen door with brackets, and they state they feel confident it will meet with good demand. The door is made from No. 1 selected pine, mortised and tenoned finished natural color wood, sanded and varnished. Edges of wire cloth covered with raised oval moulding, and mitred at corners of each panel. They also present for the consideration of the trade their new Excelsior Window Screen, made with steel slides concealed, which is a great improvement over screens made with clips fastened to the outside of the frame. The edges of the wire cloth and tacks are covered with moulding, matching the outside appearance of the frame; hardwood oiled and finished alike on both sides. The company also make hand painted screen doors and windows. Write to-day and secure one of their catalogues.

NORTH BROTHERS, Philadelphia, Pa., have recently issued an envelope size pamphlet catalogue of more than usual attractiveness. It exploits their ice-cream freezers which they claim are "The newest and Best made." They are constructed with automatic twin scrapers; cedar pails with electric welded wire hoops which are guaranteed not to break or fall off. The cans are of heavy tin plate with drawn steel bottoms and are guaranteed not to leak or break. To dealers handling their freezers the company will be glad to furnish circulars if advised which freezer they sell, also electrotypes for advertising, free of charge. They keep a full assortment of all styles and sizes in stock the year round, and orders can be filled same day as received. Send for their 1905 illustrated catalogue.

THE J. STEVENS ARMS & TOOL CO, Chicopee Falls, Mass., have issued an exceptionally fine catalogue of envelope size in pamphlet form, of the Stevens-Duryea gasoline runabouts and touring cars. The book is finely printed on excellent heavy coated paper and is illustrated throughout, and includes several new cars. They state "The Germans make use of a vehement protest against self-praise, which is emphasized in a famous and forcible Teutonic proverb. We, therefore, refrain from lauding the manifold merits of our efficient carriages, but point with pride to the innumerable unsolicited testimonials and indorsements relative to the Stevens-Duryea." Following the above are a few of the many "certificates of quality" with which they are constantly favored. It is self-evident that their satisfied customers are their best advertisements. Secure a copy of their catalogue and become acquainted with their high grade products.

I. E. PALMER, Middletown, Conn., and 53 Leonard Street, New York, who at the Louisiana Purchase Exposition won one Grand Prize, one Gold Medal and three Silver Medals, are the authors of an extensive 38 page illustrated catalogue, price list and treatise on Hammocks, adjustable hammock supports, awnings, trapezes, mosquito bars, anti-friction hitch hooks, ropes and other accessories. This 1905 catalogue is on the same lines as their 1904 catalogue; it is printed in colors showing every line of hammocks in exact colorings in which the hammock is made. This will be greatly appreciated by dealers as it has made it possible for the salesman to show a complete line quickly and thoroughly without the necessity of carrying large bulky samples. One of these catalogues will be gladly forwarded to interested parties. Send for one.

THE PHILADELPHIA SCREEN MFG. CO., 56th Street and Woodland Avenue, Philadelphia, Pa., have placed before the trade a catalogue of the long envelope size offering for consideration styles for season 1905 of screen doors, window screens and window screen frames. In this book they have endeavored to illustrate the patterns that their long experience has proved to them to be the most desirable to the Southern, Eastern and New England trade. In order to serve their patrons expeditiously they have located in Philadelphia a modern plant situated where they have both rail and water facilities for shipping that, they claim, are unsurpassed. This factory is operated in conjunction with the Owosso Manufacturing Co., of Owosso, Mich., and Perla, Ark., which gives them the advantage of a large distributing power. Send for a copy of the above mentioned catalogue.

THE BALDWIN REFRIGERATOR COMPANY, Burlington, Vt., are offering for the consideration of the trade their 1905 catalogue of Baldwin Refrigerators. These they line with any of the following: opal, glass, porcelain, metal and Vermont spruce, with either handsome oak, ash or softened spruce cases. They manufacture about one hundred and forty popular styles and sizes, enabling the dealer who handles the Baldwin to secure from one maker a sufficient variety to meet the wants of his different classes of customers. They also make special refrigerators and sectional coolers to order, and part of their catalogue is devoted to illustrating some of their numerous styles of special coolers, also giving a few testimonials indicating satisfaction given by their work. Send at once for a copy of their catalogue.

THE GOODELL PRATT CO., Greenfield, Mass., are distributing their No. 7 catalogue of their well known tools. The book is finely gotten up with excellent printing on heavy coated paper, thoroughly illustrated, and presents an attractive appearance, containing 176 pages. The cover is an attractive one of plain bright red with the company's trade mark in the center. The great number of new tools shown and described, together with the many changes and improvements in their older ones, can be fully understood and appreciated by a careful study of the 176 pages of the catalogue devoted to them. Every dealer in tools will be amply repaid for the time spent in thoroughly familiarizing himself with the contents of this book. They have also pocket catalogues for distribution.

THE BULLARD AUTOMATIC WRENCH CO., INC., Providence, R. I., have issued an envelope size pamphlet catalogue describing and illustrating the wrench which they manufacture, which they state is the perfect result of their constant aim to produce the best on the market regardless of price. They state "Expert mechanics who have had it in actual use claim it to be the most powerful wrench made, no more strain coming on the Bullard Automatic Wrench when used in its widest extension than when in its normal capacity." The catalogue in appearance is an attractive one and may be had for the asking.

THE HOLLAND MANUFACTURING CO., Baltimore, Md., manufacturers of double pointed tacks, glaziers points, staples, tacks, nails, butt, strap and T Hinges, are distributing a pamphlet catalogue of envelope size exploiting the above mentioned goods. The book is neat and attractive and contains many useful suggestions and facts. It is illustrated throughout and list prices are given in tabulated form, convenient for ready reference. A copy may be had on application.

THE BARNES MANUFACTURING CO., Mansfield, Ohio, are sending out their "Spray Pump" catalogue, of which commodity they are manufacturers. Together with illustrations, descriptions, prices, etc., they include in this book some useful information for fruit growers relative to the different diseases of trees, how to detect and cure them. This information, they state, was obtained from a number of scientific and experimental stations. Their book will be found most useful as a guide for those who are interested in Spray Pumps in any capacity, and may be obtained upon request. Send for one.

THE WHITE MOP WRINGER CO., Fultonville, N. Y., manufacturers of the White Mop Wringer, have sent us one of their pamphlet catalogues. They claim there is no mop wringer in the world which wrings a mop so dry but that the "White" will wring it drier. They are made in four sizes: No. 0, extra large; No. 1, hotel size; No. 5, for round mops; and No. 2, family size. Write for catalogue.

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NEW GOODS AND SPECIALTIES.

HERMAPHRODITE CALIPERS, WITH BEES WAX JOINT.

The Sawyer Tool Manufacturing Company, Fitchburg, Mass., are the manufacturers of the Hermaphrodite Calipers with Bees Wax Joint, an illustration of which we give herewith. The adjustable point on this tool is worthy of attention. Constructed in a manner to insure the maximum rigidity with minimum weight. The point is firmly held in position by the knurled nut and stud,

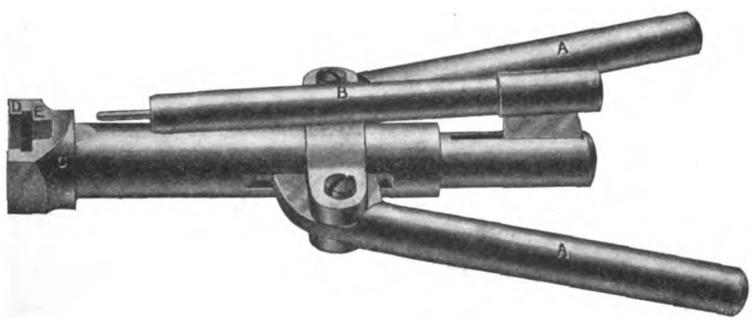


SAWYER'S HERMAPHRODITE CALIPERS.

and gives additional support to the loop at the end of the caliper leg. An auxiliary caliper point is furnished with these tools when desired, which converts the tool into an inside caliper. They are made in five sizes from four to twelve inches, with an additional charge for the auxiliary leg, of ten cents.

STEVENS-POPE RE AND DE CAPPER.

The J. Stevens Arms & Tool Company, Chicopee Falls, Mass., are the manufacturers of the Stevens-Pope Re and De Capper, which is a handy and serviceable tool of which we give an illustration. The body C is hollow and contains a plunger for seating primers, and a spring for returning parts to initial position. To the rear end of this body are fulcrumed levers—AA—which

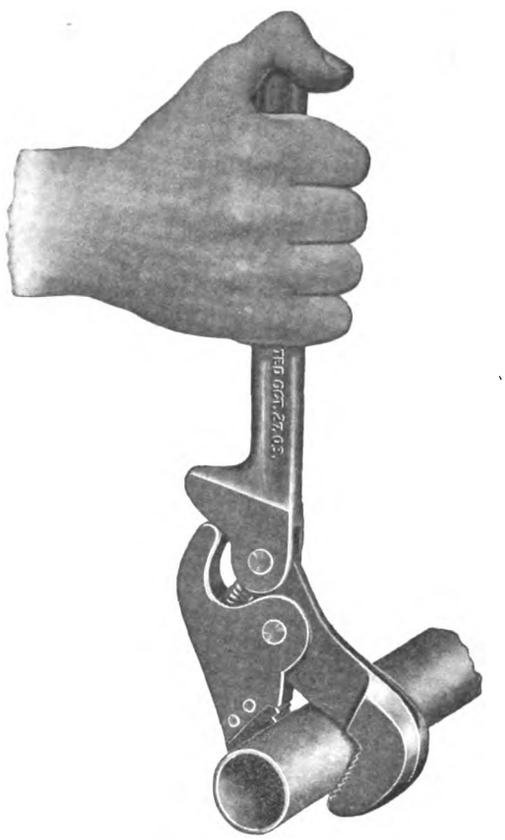


STEVENS-POPE RE AND DE CAPPER.

engage said plunger. To the rear end of this plunger is hinged the expeller B. The forward part of the body has a slot D for receiving head of shell for capping, and a slot E into which primer is dropped, coming to exact position to enter primer pocket. The tool is held in the palm of the hand with levers AA wide open; the thumb is pressed on the rear end of expelling plug B, lifting same so the shell is slid on to it freely, the head of shell passing over shoulder C. On removing thumb, the shell drops down so the head of shell falls behind shoulder C, which prevents shell shifting position when levers AA are closed, expelling old primer. The shell is then withdrawn and reversed with one motion, and head of shell dropped into slot D; a primer is then dropped into pocket E and levers again closed, seating the primer. This tool is very light, extremely powerful, and subject to very little wear. It does not soil the hands as others do. The expelling pin is now screwed into the plunger, so that if accidently broken a new one can be easily substituted. When ordering capper for obsolete shells it is necessary to send samples.

THE BULLARD AUTOMATIC WRENCH.

The Bullard Automatic Wrench Company, Providence, R. I., are the manufacturers of the wrench here shown, which, while of original design, possesses a number of advantages over any



THE BULLARD AUTOMATIC WRENCH.

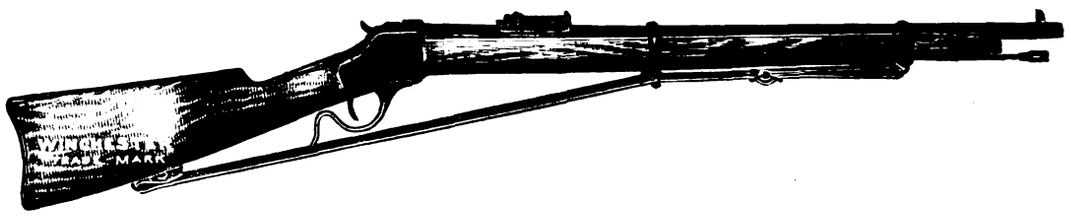
similar wrench now on the market. It can be instantly adjusted to any size within its range. Instantly locks and unlocks with no lost motion. Cannot slip in use, the firmer the pull the greater the grip. The grip is firmer on account of the ability to grasp more of the hexagon, in fact it is claimed to be equally efficient in corners, against walls, between floors, in ditches; in fact in any position requiring the use of a monkey, ratchet or pipe wrench. It is manufactured of the best grade of drop forge

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steel, the jaws being of high grade tool steel. The wrench is especially strong at the angle of the upper jaw, due to its deep cross section and having few parts, is notably strong.

WINCHESTER .22 CALIBER SINGLE SHOT MUSKET.

The Winchester Repeating Arms Company, New Haven, Conn., and 312 Broadway, New York, are placing upon the market their new Single Shot Musket designed especially for indoor target shooting, of which we give an illustration herewith. In its barrel length, pull of trigger, weight and adaptation for sights, the

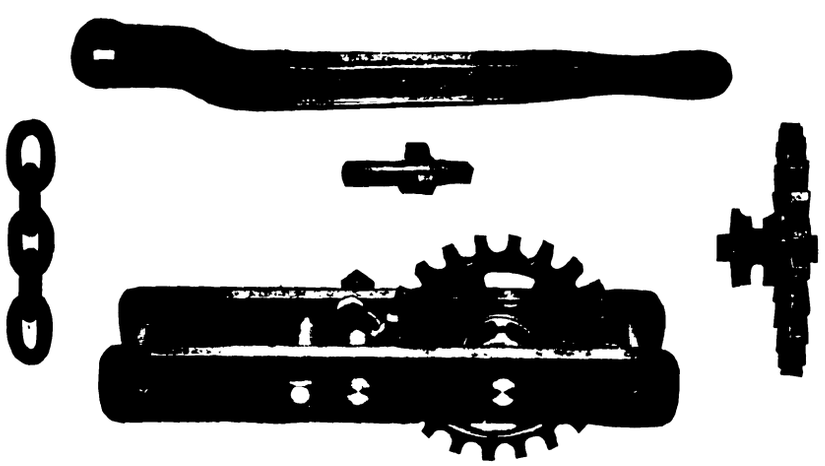


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Winchester .22 Caliber Single Shot Musket is nearly identical with the Krag-Jorgensen rifle, and in accuracy it is one of the most effective guns on the market to-day. Its close similarity to the Krag in its salient features, and the excellent accuracy shown in the tests to which it has been submitted, strongly recommend it for use in military target practice in indoor ranges. The new musket has the simple and reliable Winchester Single Shot action and is fitted with a heavy 28-inch round barrel. It can be furnished when so ordered without a rear sight but with the barrel drilled to allow the use of the regular Krag-Jorgensen rear sight. It will be equipped unless ordered otherwise with a regular musket rear sight. These muskets as regularly furnished are sighted at 50 feet, but they are accurate at much longer ranges. The length of the musket over all is 44 inches. Length of pull is 13¼ inches, with a drop at comb of 1¾ inches and drop at heel of 2⅞ inches, and the weight is about 8½ pounds.

WILCOX GIANT WIRE STRETCHER.

The Wilcox Manufacturing Co., Aurora, Ill., are the manufacturers of the field fence stretcher of which we give illustrations. It is made of steel and malleable iron and is claimed to



WILCOX GIANT WIRE STRETCHER.

be the only stretcher made with a self locking gear and pinion, while it has no ratchets or palls to be released. It can be operated by one man and weighs complete with chain and clamps but forty pounds. Furnished with eight feet chain and grab book and one pair maple clamps with bolts and packed complete, with exception of clamps, one set in a box.

STEVENS RIFLE TELESCOPES TO THE FRONT.

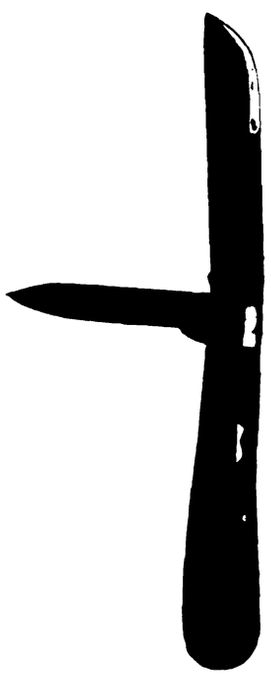
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RIGHT HAND JACK KNIVES.

Case Brothers Cutlery Co., Little Valley, N. Y., are manufacturing their pocket knives, with the original features referred to below. For many generations jack knives, a knife with two blades in one end of handle, have been made left handed, the large blade being so arranged in the handle that when held in the right hand it was in the upper part of the handle and not down next to the mark as it should be in order to be handy for the right handed man. Again the pen blade as formerly arranged, shuts in front of the pocket blade hiding nail mark in such a way as to make it extremely difficult to open the pocket blade, without first opening the pen blade. It was left with Case Brothers



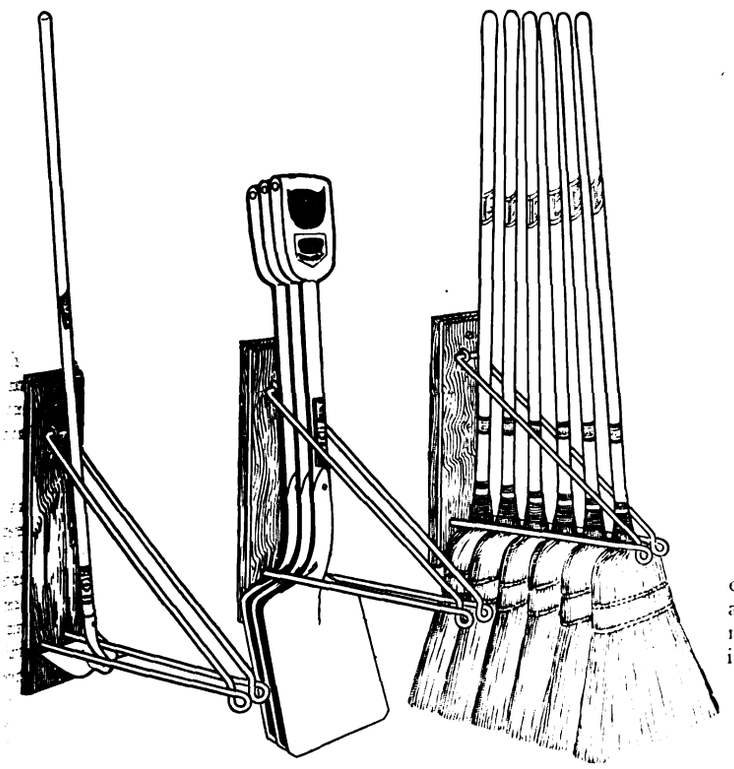
RIGHT HAND JACK KNIFE.

Cutlery Company to correct this old fashioned method of putting up jack knives, which are now made with the pocket blade in front as shown in the illustration, with nail mark easy to get at on both blades. Case Brothers Cutlery Company also manufacture all jack knives without the usual division scale, this method leaves the inside of knife free and open, preventing the collection of lint and small obstructive particles from the pocket, so annoying to those who carry a knife with the narrow divisions as arranged in the old way.

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Tucker & Dorsey Manufacturing Company, Indianapolis, Ind., are the manufacturers, among several other specialties suitable for the Hardware store, of the Danhour Patent Tool Rack, of which we give an illustration herewith, which graphically displays its utility. This specialty is made in two sizes of heavy coppered wire, sufficiently strong to hold up 200 or 300 pounds.

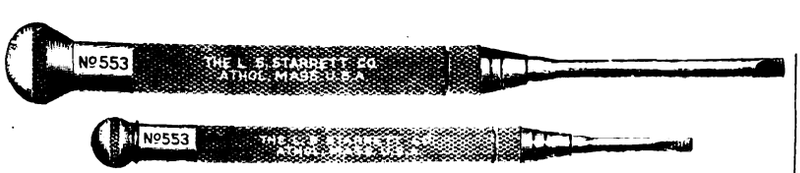


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The frame is a strong wooden back, varnished and bored for nails, screws or hooks. No. 1 is intended for store use, has 14 inch arms and will hold from 6 to 12 brooms, scoops, shovels, forks, etc. It can be placed stationary by putting a screw at top and bottom of slot or can be hung in any vacant place on any nail or screw. No. 2 is for farmers' or gardeners' use, has a 10 inch arm, and will hold 7 or 8 tools. Can be hung in a barn or outhouse, and the tools usually kept on the farm will always be found in place. This forms an admirable device for holding harness.

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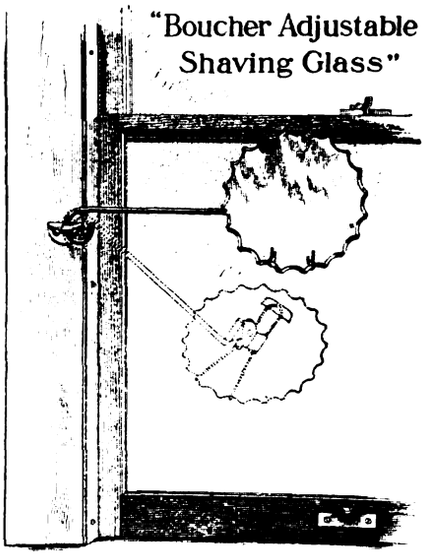


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chuck. To carry in pocket, reverse the blade, inserting it in the handle, giving a slight turn of the chuck to keep it there. It takes no more room in the pocket than a penknife. The screw driver blades are properly tempered.

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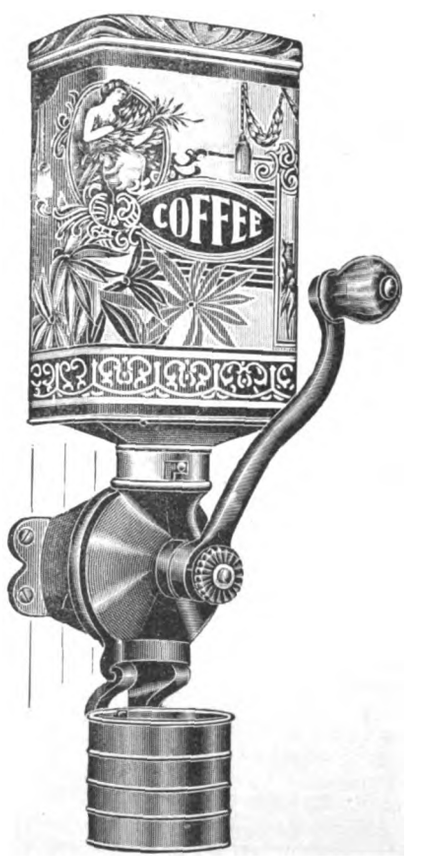


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W. H. Glenny & Co., Rochester, N. Y., are the makers of the Superior Wall Coffee Mills, designed to be sold at a moderate price. This mill has been modeled after comparing all the best



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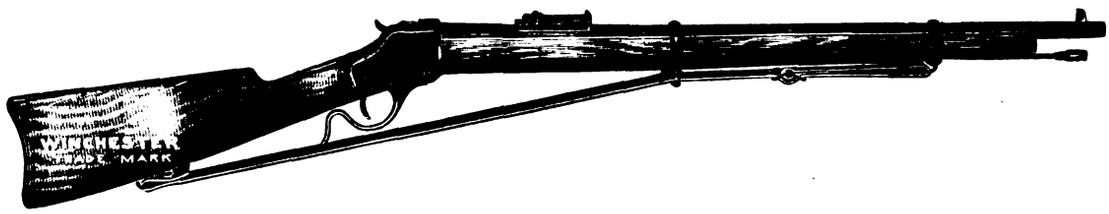
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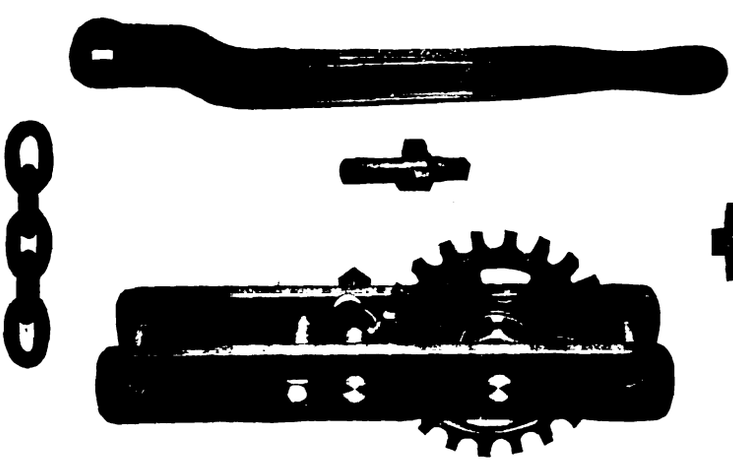


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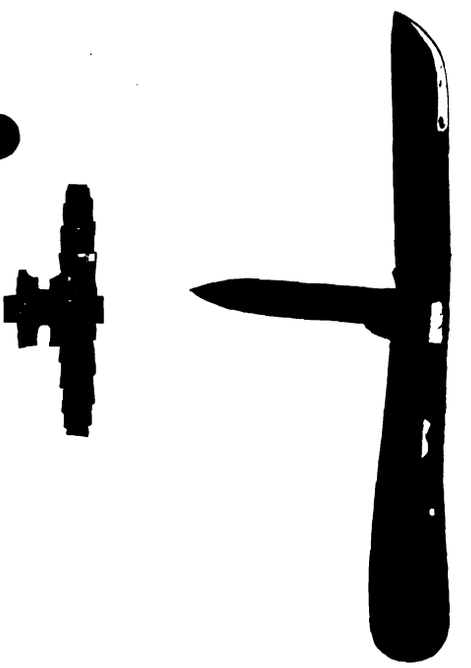
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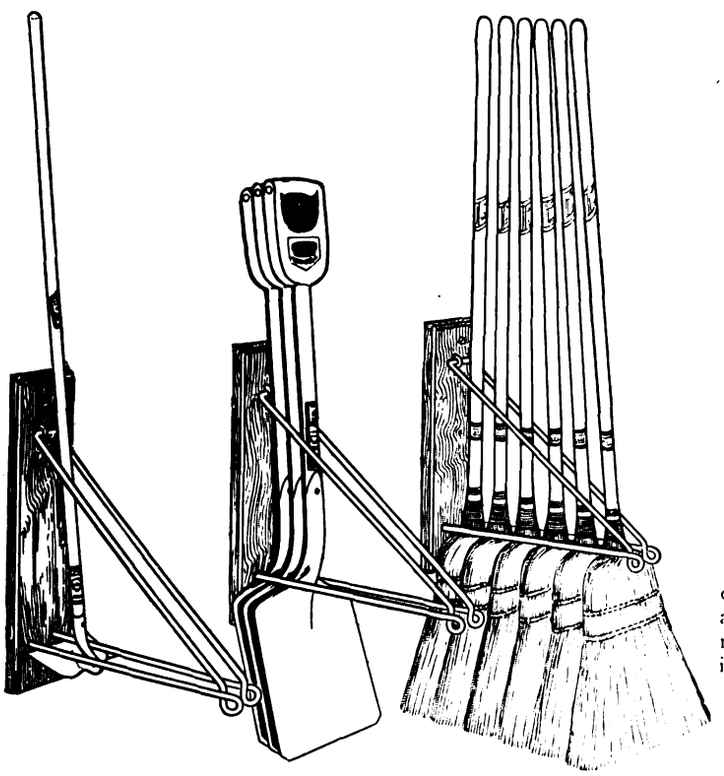
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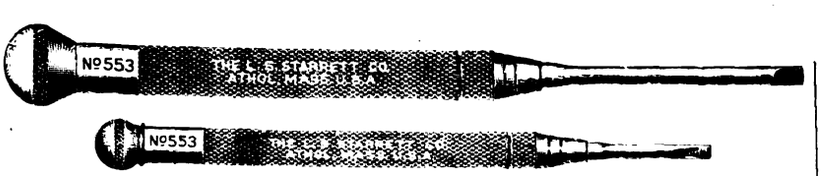


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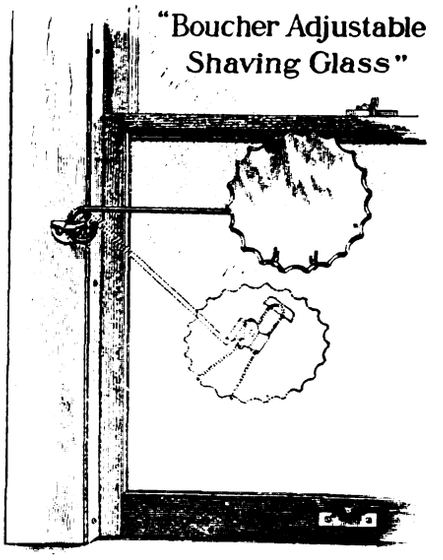


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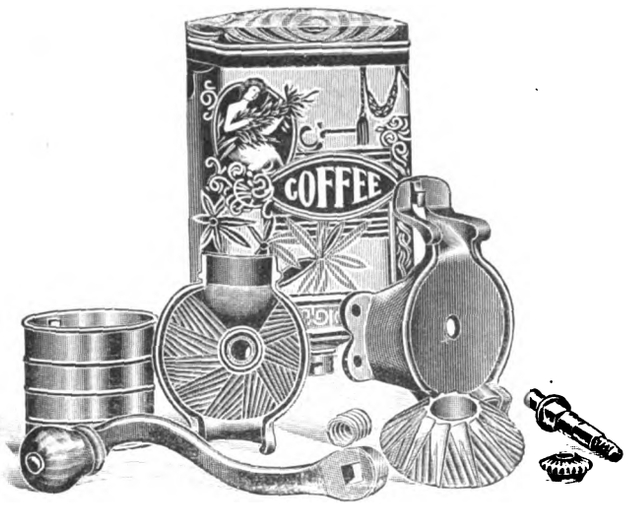


GLENNY'S SUPERIOR COFFEE MILL.

features of other Coffee Mills claiming superiority. Improvements have been added until now the manufacturers claim it is

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the simplest, strongest and best grinding mill for the purpose yet produced. It is extremely handsome in appearance, comparatively air tight and with a graduated cup. Canister is designed to hold one pound of coffee. In shipping, the separate parts are

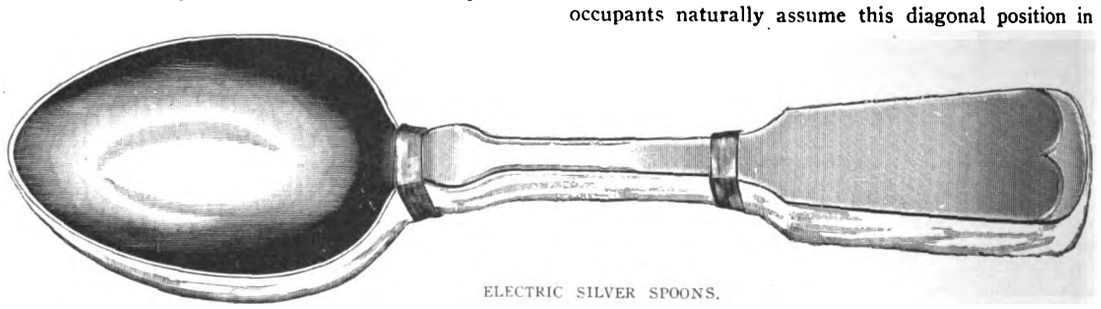


THE SUPERIOR COFFEE MILL, OPEN.

packed within the canister which is put up in a paper box, three dozen of which are packed in a case. Weight of case is sixty pounds.

ELECTRIC SILVER FLAT WARE.

M. S. Benedict Mfg. Co., Syracuse, N. Y., and 409 Broadway, New York City, are placing before the trade something entirely new in the manufacture of Spoons, Knives and Forks. They are now made from an original composition which they have named Electric Silver, and by this invention, the hard white constituents can be used in a more perfect manner with the result that while ordinary articles look white and new only when polished, when they are made from Electric Silver they preserve their white and attractive appearance indefinitely. There being no plating to wear off, it is claimed that these goods will remain always the same, being a perfect substitute for solid silver.



ELECTRIC SILVER SPOONS.

WESTERN RETAIL IMPLEMENT, VEHICLE AND HARDWARE ASSOCIATION.

The Western Retail Implement, Vehicle and Hardware Association held its sixteenth annual convention at Kansas City, Mo., on January 17, 18 and 19. The convention brought 3500 people to the city, including delegates, manufacturers, jobbers and visitors. The sessions of the convention were held in the Century Theatre, where ample accommodations were provided for the delegates. The Kansas City Convention Hall, a short distance from the place of meeting, was filled with a large display of Farm Machinery, Wagons, Carriages, Etc. The half day sessions of the convention gave the delegates an opportunity to visit the exhibits as well as the numerous Agricultural Implement concerns in the city. The entertainment committees of various Kansas City clubs and commercial organizations had made extensive arrangements for the entertainment of the guests, especially the ladies.

President E. B. Robnett of Columbia, Mo., presided, H. J. Hodge of Abilene, Kan., filling his place as secretary and treasurer. Addresses were made by several manufacturers, among them W. S. Thomas of Springfield, Ohio, and H. C. Staver of Chicago.

The annual report of the secretary showed a membership of 1460 members from 859 towns in the States of Kansas, Missouri, Oklahoma, Indian Territory, Colorado, Illinois, Texas, Arkansas, Nebraska, South Dakota, New Mexico and Arizona.

A new constitution and by-laws was adopted. A resolution was passed whereby the association becomes part of the National Federation of Retail Implement Dealers.

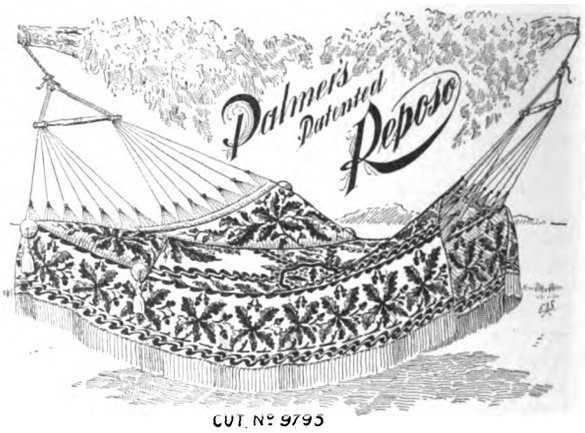
NEW OFFICERS

The following officers were elected for the ensuing year:

President, T. G. Wiles, Cherokee, Kan.; Vice-President, C. G. Cochrane, Plainsville, Kan.; Directors: H. D. Skinner, Ludlow, Mo.; J. D. Clarkson, Carthage, Mo.; J. E. Ferguson, Kingman, Kan.; A. L. Branson, Trinidad, Col.; C. L. Turner, El Dorado, Kan.

THE PALMER "REPOSO" HAMMOCK.

Among the popular hammocks which form the production of I. E. Palmer, Middletown, Conn., the patented "Reposo," construction shown in the illustration which we present, marks a new era in the manufacture of hammocks. In countries where



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the hammock is used generally by the natives in place of a bed, it is the custom to use a very wide hammock and lie either diagonally or directly across it, as such a position gives the utmost comfort. Even in hammocks of the usual construction, many occupants naturally assume this diagonal position in an unconscious search for ease. This patented "Reposo" is constructed as regards width and arrangements of pillows, as to make it perfectly natural to assume this diagonal position in the hammock. All "Reposo" hammocks have varnished wood bars with patented wood tips at both ends, continuous stringing, adjustable hitch end rings requiring no adjustable ropes nor knots, Jacquard designs, concealed folding spreader at head, wide valences and "Reposo" pillows, upholstered with buttons and tassels. Size of woven part 56x86 inches.

THE END OF THE TRUST MANIA.

One of the best signs of the time, says Henry Clews, is the complete subsidence of the consolidation or trust craze, which reached its climax in 1901. In the year just closed it is estimated that the total industrial consolidations aggregated only about $185,000,000, as against $425,000,000 in 1903, $1,122,000,000 in 1902, and $2,805,000,000 in 1901. The causes of this cessation were twofold: First, bankers profited by their experience and refused to finance further schemes of this class, and, second, owners of industrial plants discovered that the trust systems do not always work as well as anticipated, and that, as a rule, they were absolute failures in the maintenance of monopolies. Over-capitalization and heavy fixed charges based upon expected monopoly-profits, proved the strongest possible inducement to the starting of new competition, small fixed obligations, new machinery, fresh brains and new methods. The present generation is hardly likely to see a repetition of the trust mania on its former scale. Combinations will continue, but on sounder and more politic lines. Monopolies we may still have; some of which are inevitable; but the promoters' dream of turning all the vast industrial machinery of the United States into a few ponderous combinations has happily broken down through its own inherent rottenness and weakness.

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CANADA TRADE BOOMING.

Toronto.

(*From An Occasional Correspondent*).

As has been noted in these columns recently, the general business outlook throughout Canada is exceedingly bright. Conditions in Western Canada are similar now to what they were in the Western States, about fifteen years ago. And the same active demand exists here for all building materials, agricultural implements and farm supplies. The present commercial history and that of the future of Canada seems to be a repetition of that of the United States. And toward the West is moving the center of business. Some of the Eastern jobbing Hardware concerns have anticipated this by establishing Western branches. This was done by Wood, Vallence & Company, of Hamilton, Ont. The branches at Winnipeg is under the name of George B. Wood & Company, and that at Vancouver, B. C., is known as Wood, Vallence & Leggat.

Frank Vallence, who has charge of the gun and sporting goods department, said that the Western trade was growing very rapidly. Continuing Mr. Vallence had this to say: "I spent some weeks this Summer and Fall at our Winnipeg store and the growth of business there and remarkable demand for all kinds of goods was a good indication of what the future of that part of Canada is to be. More than 100,000 settlers have come into Canada this past twelve months from the United States alone, and the city of Winnipeg is the central point for the new country being settled." When asked how trade had been in the sporting goods department Mr. Vallence said: "Now almost every Hardwareman of Canada is selling sporting goods; and its the jobber here who must take care of the retailers wants. This end of our trade is constantly enlarging." Mr. Vallence is one of the best posted gun men in Canada, and a keen observer of business conditions and his opinions are of value to the trade.

F. Hamilton of the F. Hamilton Company has made a big success in the Hardware trade. Coming to Hamilton only a few years ago and buying a run down Hardware store, Mr. Hamilton has, by close attention to business and a strong winning personality, succeeded in building up a splendid trade. To the HARDWARE correspondent Mr. Hamilton said: "I think conditions of trade have steadily improved here since 1900. Business in our own city has been especially good. No small amount of new building has taken place, a number of large factories having been established here during the past four years. There are very few vacant houses, and all kinds of property are in strong demand. The outlook is exceedingly good."

An exceedingly attractive store is that of Ingram & Davey of St. Thomas, Ont. The store is large, well lighted and goods are displayed in an exceedingly attractive manner. In addition to the usual line of Hardware and House Furnishing Goods Ingram & Davey carry a very complete stock of crockery, glassware and lamps, and find this a good winter line. A large storefront and plate glass windows are used to good advantage in displaying sporting goods. A very attractive effect was had, just before the holidays, by draping one of the large windows with the Union Jack, with English made sporting goods in the foreground.

Many of the Canadian Hardwaremen carry stoves and ranges, and find the trade exceedingly satisfactory. A good line is displayed by W. J. McMurtry of St. Thomas. Mr. McMurtry reported business as good, and called attention to the fact that the railroad development now taking place, was sure to help St. Thomas as a business center.

London, Ont., is one of the conservative business cities of Canada, but can boast of two hustling wholesale Hardware houses, The Hobbs Hardware Co. is a live, wide-a-wake concern and is a power in the Hardware trade of Ontario. During the past few years many new lines have been added and each has proven a success. The manager said that in such lines as House Furnishing Goods, which included Brass and Iron Beds; Sporting Goods, including Pipes and Harness Makers' Supplies, a very satisfactory trade had been built up. All these lines and many others will be pushed in the future. Circulars and little catalogues are issued monthly, in which way the trade are kept posted, and the work of the salesman is made lighter.

The large new warehouse of the H. S. Howland & Sons' Co., Ltd., is now completed. The stock of this concern was completely destroyed in Toronto's great fire last Spring; but remarkable enterprise was displayed by H. S. Howland & Sons' Company in getting a new stock together and a few days after the fire business was going on as usual. The new warehouse of H. S. Howland & Sons' Co. is up-to-date and being built especially for a Hardware jobbing business is almost perfect as to arrangement. The business of this concern is exclusively wholesale.

Among the retailers of Toronto who enjoy a good cash business is the Russell Hardware Co. In addition to the usual Hardware stock a most complete line of House Furnishing Goods and farmers' and country trade supplies are handled. One of the members of the concern in speaking of business condition and changes said: "Our business is largely with the country trade—this is somewhat different than city business, but is a profitable and a loyal trade. If properly handled and if well treated these customers are sure to stay—and are not influenced by fads or styles. Our stock, therefore, is largely made up of the staple and substantial goods in our line and is an easy stock to handle."

"One of the finest retail stores in Toronto and probably in all of Canada is that of Rice, Lewis & Son, Ltd. This concern do a large wholesale Hardware business, covering a large part of Ontario, and having a number of salesmen on the road. The retail store, however, is worthy of special note. The building was erected especially as for the business. The ceilings are high, the store is light and the interior arrangement of stock is exceedingly good. The second floor is given up exclusively to the sporting goods department, and for use of the offices. House furnishing goods are shown on the third floor—a fast elevator, in the center of the store, connecting all floors. The wholesale department is in the rear.

From all sides come the same reports of good business and the trade in Canada for 1905 will undoubtedly be the largest in the history of the Dominion. HAMMERNAIL.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED JANUARY 24, 1905.

376,803. AUTOMATIC HORSE TIE. R. Hymers, London, Ontario, Canada.
376,813. DOOR CHECK. C. Cleveland, New York, N. Y.
376,846. WEATHER STRIP. T. P. Asbury, Tingley, Iowa.
376,881. SCREEN FOR WINDOWS, DOORS, ETC. J. Haish, Dekalb, Ill.
376,953. PRESERVE JAR FASTENING. G. H. Harvey, Pittsburg, Pa.
376,955. TRANSOM LIFTER. S. L. Hill, Boston, Mass.
377,003. TOOL HANDLE. C. L. Young, Springfield, Mass.

PATENTS ISSUED JANUARY 24, 1905.

780,553. WINDOW SHADE MOUNTING. H. Dittenheimer and S. Erikson, New York, N. Y.
780,657. MITERING IMPLEMENT. G. L. Holt, Des Moines, Iowa.
780,706. FLOUR SIFTER. O. G. Cole and O. K. Cole, Turner, Ore.
780,772. WRENCH. J. F. Ballard, Chrisman, Ill.
780,818. CLAMPING WRENCH. L. Schlegle, Easton, Pa.
780,935. JAR SEALING WRENCH. L. D. Burlingham, Warren, Ohio.

PATENTS EXPIRED JANUARY 31, 1905.

377,014. LIQUID GLUE PACKING CAN. R. Brooks, Gloucester, Mass.
377,022. SCYTHE FASTENER. L. R. Edwards, Charlemont, Mass.
377,033. FISH HOOK. C. Kerrison, Jr., Charleston, S. C.
377,034. PACKAGE FOR LIQUID GLUE, MUCILAGE, ETC. J. W Kirkpatrick, Newburyport, Mass.
377,124. TEA KETTLE. L. P. Schneider and G. Waigle, Linder, Mich.
377,140. LEMON JUICE EXTRACTOR. R. E. Bristow, Rockford, Ill.
377,257. SCREW KEY FASTENING FOR TOOL HANDLES. G. Hoffmann, Lebanon, Ill.
377,291. LEMON SQUEEZER. W. K. Crofford, New York, N. Y.

PATENTS ISSUED JANUARY 31, 1905.

781,081. COOKING PAN. E. L. MacFate, Washington, D. C.
781,247. EGG BEATER. W. T. Washington, Harrodsburg, Ky.
781,501. DOOR SECURER. W. P. Dobson, Grants Pass, Ore.
781,515. WRENCH. L. Griffin, Whigham, Ga.
781,543. STREET CLEANER. D. G. McClay, Santa Ana, Cal.
781,551. DOOR CHECK. M. A. Quillin, Jasper, Mo.
781,591. ATTACHMENT FOR RAZOR STROPS. J. S. Burk, Prosser, Wash.

Superstitious.

Ike and Mo were out in their motor car, and they ran over their thirteenth victim, an old woman.

Said Mo to Ike, "I hopes we ain't going to begin to have bad luck now."—*Sporting Times.*

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WISCONSIN HARDWARE DEALERS ASS'N

The Ninth Annual Convention of the Wisconsin Hardware Dealers' Association was held in the magnificent convention hall of the Republican House, Milwaukee, on Wednesday and Thursday, February 1st and 2d, and in point of numbers, surpassed all previous conventions, opening its proceedings to nearly 400 members, which filled the hall to its capacity at the opening session.

WEDNESDAY AFTERNOON SESSION.

The meeting was called to order by the president, H. L. McNamara, of Janesville, who delivered the following:

President's Address.

The wheel of time has made another revolution, and we are now assembled in our ninth annual meeting. In reviewing the events of the past year I see nothing but cause for congratulation. The conditions of general trade throughout the country have been good and stable, and business is on a good and fair foundation. Though our Presidential election occurred during the past year, which always has a tendency to decrease trade on account of the chances of a change in policies, still the trade



RALPH M. BURTIS, PRESIDENT.

figures are about equal to those of the previous year and the largest for any Presidential year.

Our association has grown larger, stronger and better. A year ago we numbered 300 members, while to-day we have 400 active, energetic and loyal workers, an increase of 30 per cent.

We have paid all the necessary running expenses and have a very good sum in the treasury. We are fully solvent, and there are no immediate prospects of becoming anything else.

ASSOCIATION FIRE INSURANCE.

At our annual meeting last year a mutual fire insurance company was formed. Only association members are eligible to membership therein, and we started with about $100,000 of insurance taken. We were put to quite a bit of expense in getting started, such as paying for incorporation, for office furniture and the necessary books, blanks, etc., and it was not until the middle of April that we were organized and doing business. However, the results of these few months have been gratifying. We have paid all the running expenses, the expense of starting and all losses, and to-day have sufficient funds in the treasury to pay a rebate of 20 per cent to the members. I earnestly recommend this insurance to the members who have not already taken advantage of it. The insurance company is, as might be said, a "child of this association," and I believe should receive and is entitled to receive the careful investigation and consideration of every member of this association before he refuses to become a member thereof. The class of risks is of the best, and the men in charge—practical Hardwaremen—are imbued with sound business principles. You can rest assured that the dividends of this association will play no part in "frenzied finance."

WORK OF THE NATIONAL ASSOCIATION.

By the courtesy of this association it was my great pleasure and honor to be one of your delegates to the National Convention of Retail Hardware Dealers, and I consider that meeting one of the bright spots of the year. I found the officers of that association to be able, energetic, conscientious business men, who have the welfare of the Hardwareman at heart. I became deeply impressed with the good work of the association and of the great power and protection it affords to the individual retail merchant throughout the country.

The work it has already accomplished in suppressing the unfair competition of catalogue houses, in preventing them from buying staple articles of Hardware and selling them below cost merely as an advertisement, is sufficient to commend it to every dealer in the country. I believe its scope and influence will increase and that the time will come when each one of us will look upon it as our greatest benefactor and protector. It is founded on the right principles. As you all know, it is composed of State associations, and each State association is entitled to one delegate therein for every 100 members. It is similar in organization and representation to our National House of Representatives, and I trust it may become as celebrated in the world of trade as that illustrious body has become in the world of parliaments. Its object is the protection and advancement of the retail Hardware business, and I deem it the agency through which we can find relief when we do not get just treatment from the manufacturers.

The National Association, however, is hampered and handicapped by lack of funds, and if it had greater resources its work would have greater scope. Is it not in keeping with the spirit of the times? This is an age of combination. On the one hand we find manufacturers combining in trusts for their mutual protection and benefit, and on the other hand we find the laboring men combining in unions for their mutual protection and benefit; and where is the retailer? It is only through such organization that we can expect to maintain our place and standing in the industrial world.

INCREASED MEMBERSHIP.

In my opinion we should increase the dues to the National and thus enable it to continue the good work. I believe in the national organization, and I believe Wisconsin should have a greater representation in that body. At the present time we are entitled to four delegates, and I do not think this is commensurate with the power and standing of the State of Wisconsin. The only remedy is to increase our membership, and I would ask that every one of you deem himself charged with securing at least one new member for our association. If you receive benefits from this association tell your nearest neighbor about it, and induce him to become a member. In this way you will help yourself and the business with which you are engaged.

BROAD FRATERNITY.

To me these annual gatherings are a source of great benefit, and I trust they are to each individual. I hope every member will take a deep interest in this session and that you will feel perfectly free to bring up for discussion the cases which every day confront you in your own business affairs. There may be some here who have successfully solved the very problem on which you are working, and I sincerely hope no member will refrain from giving to any other member information which may be of value. We should have a broad fraternal spirit, and not be guided by petty contentions. Commercial relations are interdependent and the success of one man helps indirectly the success of every one else engaged in that business.

HARDWARE NEXT TO BANKING.

While competition is the life of trade, yet no man should stoop to any low, mean, nor narrow thing to gain a temporary advantage over his competitor. Especially is this true of the Hardware business. Why, gentlemen, do you realize and do you know that there is more money invested in the iron and steel industries, together with their kindred branches, than in any other business in this country, excepting alone the banking business?

SHOULD CO-OPERATE FOR MUTUAL ADVANCEMENT.

You are engaged in and are representatives of no small business, and the magnitude of this industry demands that each of us manage our business in a manly, dignified way. Let us co-operate for mutual advancement and stand to make our asso-

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ciation foremost in attaining the desired ends in the universal brotherhood of man.

Let us so shape our policies and our endeavors that a membership in the Wisconsin Association of Retail Hardware Dealers will be a sufficient guarantee in commercial circles, where honesty, integrity and square methods are the criterion.

At the conclusion of the address of the president, Secretary C. A. Peck, of Berlin, then delivered the following:

Secretary's Report.

GROWTH HAS ALWAYS BEEN FORWARD.

In coming with my annual report this year, I come with more encouraging news than at any previous meeting. When those of us present to-day look back to the first meeting held at this same place in 1897, and remember that the best we could do with the Hardware trade of the State was to get out only about twenty, and to-day look at our register and see the names of 400 who have paid their dues and are in good standing, we may well feel that our work has not been entirely in vain. We might add that many jobbers felt that we would meet for a year or two and our enthusiasm would go where the woodbine twineth, but our growth has always been forward, and we have never recorded a retrograde movement. Some may be inclined to ask, What have you done? but to almost every one of our members the answer is too plain to need mentioning.

To-day the jobbers and manufacturers of the whole United States are ready, and what is more, they are willing to co-operate with us in every legitimate effort to benefit the retailer, and the work along this line that has been accomplished the last six months alone is enough to encourage every dealer to persevere. The jobbers, manufacturers and retailers of Hardware are closer together to-day than ever before, and right here I want to urge every retailer to be true on their part to those who are trying to be true to them. When you are advised of one that is not, spot him, and do it so hard that he will feel it. They are few and far between, but don't forget this unasked for advice.

A FEW DEALERS SHOW SKATES IN JULY.

My work along the line of complaints has been less the past twelve months than at any other like period since we started. The formation of our own insurance company has given the association a wonderful start ahead, and the end is not yet. There are a few dealers who show skates in their windows in July that have no use for association work, but they are few and far between, and I wish to go on record here and now, in saying that I believe the men in the retail Hardware trade in Wisconsin are as fine a set of fellows as you can find engaged in any other one line of business, and don't you forget it.

My report on finances will show a handsome increase, and that in face of the fact that our annual dues would have to be increased fifty per cent to equal the dues of the lowest other State in the Union. We go home with $2,300 in our treasury.

OTHER MEETINGS.

I had the pleasure, with your president, of attending the annual meeting of the National Retailers at Indianapolis, Ind., a report of which will be presented later, but I might say, in passing, it was an inspiration to see representatives of some 6,000 retailers from seventeen different States in session, and every one of them working for the same beneficient object of bettering the condition of their membership. I also attended the annual meeting of the Michigan Association at Grand Rapids in August, and found them alert in combatting the evils which we all have to contend with. They reported progress all along the line and went to their respective homes with new ambition to push the fight into the enemy's country.

ROUTINE WORK.

February 24th I sent out 126 statements to delinquents, followed May 7th with 66 more to those still in arrears, which was again followed May 20th by 49 more, and again on July 28th to 34 still unheard from, which number was reduced August 17th to 26, when I made drafts on these, and I think all paid but 11, whom I had to drop. It was not pleasant work, but I saw no other way to keep some of you fellows who are awfully busy in line. I say thanks to every one of you.

April 7th I mailed 800 copies of the proceedings of the last annual.

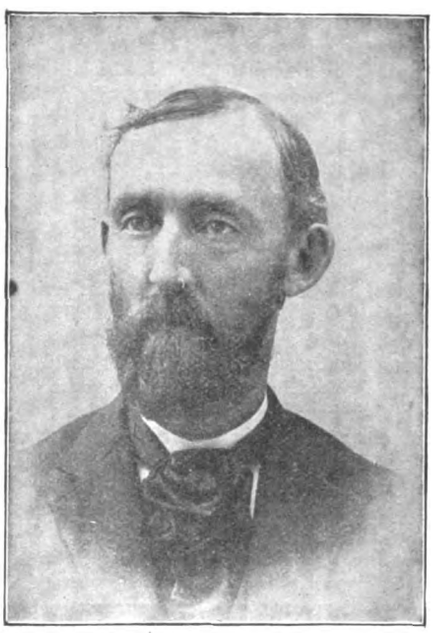
The Executive Committee met me but once during the year, August 2d, at Green Bay, when we blocked out the programme for this meeting and did other necessary work. As far as I know, we have lost by death but two during this year, August 2d, Robert H. Halstead, at Sturgeon Bay, and September 28th, Louis Welso, at Winneconne. I notice that John Hessell, of Antigo, and H. L. McNamara, of Janesville, suffered from burglaries, and from fires the Ridgland Hardware Co.; Foss, Armstrong & Johns; R. R. Bratz, Biechl Bros. and R. M. Burtis Hardware Co. There may have been others, but these are all that I have noted down.

Of the $350,000 pledged for insurance at our meeting a year ago all but $40,000 has been taken, part of this refused for good reasons, and a part of it for reasons not so good.

I would not close this report without thanking you, one and all, for the very courteous treatment I have received at your hands. I have made some mistakes for which I beg pardon, but you must bear in mind that I am now a grandpa many times over, and while I may sometimes seem persistent, it was only that we might all win out, and with your hearty co-operation in the future, as in the past, we shall do it.

R. R. Williams, editor of the *Iron Age*, then addressed the meeting, speaking in substance as follows:

"I have long looked forward to meeting with this association, as it is a sincere pleasure to come into personal touch with the trade. I bring you the greetings of the New York Association, from President John G. Ferres, of Jamestown, N. Y. I wish to congratulate your association on the noble man you have for president, and on your secretary. It seems sometimes as if these associations were gotten up for the benefit of editors, as it enables them to get a broader outlook and do their work better. The keynote of association work is the spirit of fraternity with the larger circles of friendship which it makes possible. There is a necessity for the cultivation of the fraternal spirit with all branches of the trade, manufacturers and jobbers as well as retailers. One advantage which the retailer has in attending these conventions is that he can break away from the things



C. A. PECK, SECRETARY-TREASURER.

that narrow his field of vision and look at his own business in the distance. He can take a calm, unimpassioned view and get the right perspective, seeing his work as others see it. He can be impartial in his judgment of his methods, etc. These conventions help the dealer in overcoming difficulties. When he comes to a gathering of several hundred merchants, he can see that other dealers have their troubles as well as himself, and that conditions are not so very different in different communities. Trade tendencies have been a special subject of my thoughts, and the interplay of forces between manufacturers, jobbers and retailers should be considered."

The speaker noted several trade tendencies: (1) narrower profits for the retailer as well as the jobber and manufacturer; (2) a wider range of goods, bringing into the store what were sidelines some years ago but are now recognized as staple stock with other goods just outside the door; (3) a tendency toward large establishments shown in consolidation of manufacturers and jobbers, and in the edge the large retailer has over the small one. He regretted this condition of things, and urged on the dealers present the duty of growth and the necessity of adapting manufacturers' and jobbers' tactics in retail trade conditions. An aggressive search for business should be made and new methods should be introduced.

The speaker closed by quoting a couple of stanzas from Kipling, the point of which were in the last three lines, as follows:

"But they couldn't copy my mind,
And I left them swearing and sweating,
A mile and a half behind."

The application was that the large number of young men present should use the faculty of origination.

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President McNamara then announced that the Executive Committee had made the following appointment of committees:

Committee on Transportation—E. H. Ramm, New London.

Auditing Committee—Ernest Dewey, Kenosha; J. Montgomery, Wausau.

Committee on Press and Publicity—J. C. Lewis, Antigo; P. J. Jacobs, Stevens Point.

Committee on Resolutions—F. T. Sengbusch, Burlington; Mr. Wernecke of Wernecke & Schmidt, Manitowoc.

Committee on Question Box—L. Martin, Viroqua; Arthur Heins, Tigerton.

Committee on Legislation—Jacob Kornelly, Milwaukee; H. C. Schofield, Sturgeon Bay.

Reception Committee—F. Merbach, Ripon; J. Hughes, Fond du Lac; John Hessel, Antigo; O. A. La Budde, Elkart Lake.

Sergeant-at-Arms—A. Schupinsky, Milwaukee.

A. S. Sheldon was on the programme to deliver an address on the "Science of Salesmanship," in the absence of Mr. Sheldon, Lewis Cass Hitchcock appeared as his representative and delivered the address, from which we make the following extracts:

"The power to pursuade is the underlying principle of salesmanship. Trickery brings only flashlight success. Real success is permanent and increasing. It is business building. Commercial institutions are composite salesmen. Trade rests on confidence. The salesman's personality is everything. Courage is developed out of faith. Many men when they reach the top of the ladder are told by their friends that they have reached the limit and are as far as they can go, but the right kind of a man says pass me up more lather. This illustrates the force of initiative. The man with bad health cannot do much business. Education is a drawing out process. The hardest men to sell to are the sullen men who say nothing and it is a serious thing to be up against the monologue in business. When you try to sell goods the first thing is to secure the customer's attention, the next is to arouse his interest and the third is to make him resolve to buy.

The speaker told of being in the office of a Milwaukee promoter who was placing some bonds. One agent reported that he had almost placed eight, a second that he had almost placed six, and the third man said that he had sold one bond. He further stated that the man that had sold one bond had done some business, while the almost fourteen orders received could not be cashed for a cent. He finished by telling the story of an old maid who had asked a widow how it was that she had been so successful in securing husbands and the widow attributed her matrimonial success to the "comehither" look in her eye.

President McNamara then called attention to the fact that Secretary Peck would give them a talk on "Insurance" as the next feature on the programme. Mr. Peck said:

"I have nothing special to say on this subject at the present time. I would like all those who have not yet taken out an insurance to try and see me and have our methods explained to them. With the membership we have, we should have a million and a half of insurance in force."

The Executive Committee of the Wisconsin Retail Hardware Dealers' Mutual Fire Insurance Company held a meeting recently and voted that in the future our association should make no discount in the payment of fire losses, but should follow the English plan and send full amounts. You know it is the custom of the old line companies to take off from one to one and a half per cent. cash discount in case of a fire loss, and we have done that heretofore, but will not in the future. It is our aim to carry the best goods and to give our policy holders the best insurance on the market.

The most frequent objection which I have heard from members in regard to our insurance is that we ask all parties taking out insurance with us to carry a five hundred dollar policy in one of the old line companies. We do this in order to make a rate. If it is worth one and one-fourth to any old line company to take a risk on any given property, it is worth one and one-fourth to us, and if the old line companies do this, this makes a rate that is safe for us. By following this rule we must win out. At the meeting of the Executive Board of the Insurance Company held recently, we voted to return a dividend of 20 per cent. to the policy holders and we hope to make it 35 per cent. next year. This means that $1.50 rate amounts only to $1.20.

Some dealers do not understand about the limits of their liabilities in cases of unprecedented losses. If the insurance company should go bankrupt through what would practically be an impossible series of fires, and all the policy holders should go bankrupt, any individual policy holder that was left can only be held liable for three times the amount of his yearly premium. In my individual case my yearly premium is $12.50, and the limit of my liability would be $37.50.

If I have a fire, I want the money. Not so very long ago I received an application from Connecticut and I wrote a $3,000 policy for a Willimantic dealer. We should all be proud of our meeting and proud of our association. A little while ago, when I was called out of the room, I met a man who wanted some insurance. To-day we have $409,000 of insurance and in a year we would have a million or a million and a quarter.

The meeting then adjourned until Thursday morning.

THURSDAY MORNING SESSION.

Upon being called to order by the president, Secretary Peck read the following communication:

"The undersigned jobbers and manufacturers request the pleasure of your company at the Alhambra on Wednesday evening, February 1, to witness 'Shadows of a Great City,' also at the Academy on Thursday evening, February 2, to enjoy 'Sue, of Lone Farm.'—John Pritzlaff Hardware Co., Brand Stove Co., National Enamel Stamp Co., Lindsay Bros., Speich Stove Repair Co., A. J. Lindemann & Hoverson Co., James E. Patton Co., Milwaukee Corrugating Co., Wm. Frankfurth Hardware Co., Fuller-Warren Co., Geuder & Paeschke Mfg. Co., Washington Cutlery Co., L. J. Mueller Furnace Co., R. J. Schwab & Sons Co., Badger Nail Co., J. P. Lindemann & Sons.

It was referred to the Cimmittee on Resolutions.

A telegram was read from Frank A. Bare, Mansfield, Ohio, secretary of the Ohio Hardware Association, extending fraternal greetings to the Wisconsin Association.

A letter was read from F. W. Lucas, a Litchfield, Minn., Hardware dealer, in which he asked for advice in combatting farmers' co-operative stores.

D. D. James, Richland Center, wrote regretting his inability to be present on account of the recent death of his wife and wished the association a prosperous session.

The following motion was handed in by A. G. Kroncke, Madison:

"Resolved, That it is the sense of the convention that all manufacturers and jobbers should refrain from giving exhibits."

President H. L. McNamara, Janesville, said the manufacturers are our friends and at these meetings they show a number of things which dealers in small cities would not otherwise see.

A letter was read from the H. D. Smith Co., Plantsville, Conn., in which they stated that they were sending a number of Perfect screw drivers for distribution to the members of the convention.

The hall was then darkened and Mr. Watrous of the Citizens' League gave an interesting stereopticon exhibition. He started by throwing on his screen the features of President McNamara and gave an extensive series of views showing the different public buildings, hotels, parks and other features of Cream City interest. He concluded by extending a cordial invitation on behalf of the association to have the delegates meet in Milwaukee the next year.

H. F. Kreuger, Neenah, Wis., delivered an address on

THE PROFIT OF SIDE LINES,

in the course of which he said:

That the term "Hardware" implies more to-day than it formerly did and the public demands variety. A number of goods had been added to Hardware stocks which were considered as side lines at one time, but were no longer to be looked at in that light.

Mr. Krueger then took up the topic that goods well bought are half sold, and, by means of a number of catalogues and literature of various mail order houses, he went into a thorough and practical demonstration of the intensity of catalogue house competition and pointed out that he believed that the prices made to retailers on various stove sundries and other goods were too high.

For instance, he said: "I do not know whether any of my hearers do much steam heating business or not, but, if they have any dealings with the American Radiator Co. and desire new sections of radiators, they can secure core castings which, when they weigh them on their own scales, show that their cost is 2½ cents per pound. Every section of this radiation that is sent out is tested and it must be made of good iron. Now suppose you send to a stove manufacturer for a new water front, which is nothing more or less than a piece of cast iron, and weigh them and you will find that you are paying from 10 to 12½ cents per pound for these fronts. Now why should a piece of cast iron used for a radiator job cost 2½ cents per pound, while a grade of iron no better than is used for a water front should cost from 10 to 12½ cents per pound.

"The case of stove shakers is even worse than that. Weigh them and you will find that you are paying from 18 to 19 cents per pound for them. They are nothing but cast iron nickel plated. Can you not get them made out of brass for less money than this? Or, to take an illustration from another class of goods where a good grade of iron is used. Take Mrs. Potts Sad Irons made by the Enterprise Manufacturing Company of Pennsylvania, Philadelphia, Pa., and you will find that these do not figure over 4

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cents per pound. Why do we have to pay 4 cents for our iron in the shape of sad irons and 18 cents for it in the shape of stove shakers?

Besides stoves, Mr. Krueger took up the matter of Hardware and gave the association a number of figures and experiences which claimed their close attention.

Andrew Esser, Hartford, read an interesting paper on "Benefits of a Local Association," which occupied the attention of the delegates present. As National Delegate, Secretary Peck then made a short report.

A. Kroncke, Madison, then addressed the members as follows:

"The number of exhibits made by manufacturers and jobbers at these meetings are increasing every year. This morning one dealer was telling me that he had been buttonholed by a certain manufacturer's representative yesterday afternoon, and it was 4.30 p. m. before he was able to get away. Consequently he missed the session of the convention. Our object in coming here is to learn from and teach each other. This is not fair. We do not come here to buy goods. If this motion is passed the exhibitors cannot be forced out. It is an injustice to the manufacturers themselves to allow some of them to have exhibits when there is not room for all.

"Some manufacturers have exhibts and this forces others to follow suit. Traveling men who have exhibits in charge are tied down to their rooms and cannot circulate freely among the dealers. I move that a committee of three be appointed to whom this resolution can be referred and that they be instructed to report at the afternoon session."

Otto Schlafer, Appleton, said: "Traveling men who entice dealers away from the convention do so unintentionally. We cannot afford to cut out the manufacturer and the jobber. Some dealers located in small towns cannot see displays of goods at home and this is the only opportunity they have to do so. I think we should have a large hall and rent space to the manufacturers and jobbers. This will prevent them from enticing the traveling men away and will keep the good will of the traveling men and not antagonize them.

The meeting then adjourned.

THURSDAY AFTERNOON SESSION.

President H. L. McNamara, of Janesville, called the Thursday afternoon session to order at 2.25 p. m. and announced the appointment of the following committee on the condition of the stove trade; Ernest Dewey, Kenosha; O. Schlafer, Appleton; O. A. Labudde, Elkhart Lake; J. Kornelly, Milwaukee and H. Krueger, Neenah.

James Watson, Marinette, then delivered a paper on the subject, "A Few Things That Will Help the Retailer."

At the conclusion of his address, he briefly narrated the scheme organized by the merchants of that town along the line of co-operative advertising to check department store competition. He stated that to have a scheme of this kind a success, all merchants entering into it should have a perfect understanding and all should go in for a certain length of time, say, for a year.

C. A. Peck then read a communication from M. L. Cory, Argos, Ind., secretary of the National Retail Hardware Dealers' Association on purely executive business.

S. Norvell, St. Louis, Mo., then addressed the meeting.

Secretary Peck then referred briefly to a visit he paid the Michigan Retail Hardware Dealers' Convention. He stated that there were a number of dealers in Northern Michigan that wished to come into the Wisconsin association and that he had Secretary Scott's permission to take them in.

A motion was made by Secretary Peck that Wisconsin send four delegates to the National Association; it being carried, the following were elected: Ralph Burtis, Oshkosh; C. A. Peck, Berlin; Emil Tietgen, Manitowoc; and E. H. Ramm, New London.

The following officers were elected for the ensuing year:

President—Ralph Burtis, Oshkosh.

Vice-President—Emil Tietgen, Manitowoc.

Secretary-Treasurer—C. A. Peck, Berlin.

Members of Executive Committee—James Murphy, Racine; H. J. Krueger, Neenah.

The Question Box was taken up, and the questions placed in it were thoroughly discussed.

The following resolution, presented by Chairman Otto Schlafer of Appleton of the Committee on Stove Conditions, was carried:

"*Resolved*, That it is the sense of the Wisconsin Retail Hardware Dealers' Association, in convention assembled, that present prices asked by the leading stove manufacturers for their medium and higher priced stoves and ranges are too high in proportion to the present cost of raw material and labor entering into their manufacture; and be it further

"*Resolved*, That they adjust their prices in proportion to the prices charged for other articles manufactured of like material and labor and that a copy of these resolutions be submitted to the National Association of Stove Manufacturers asking them to take action on the same."

The Committee on Resolutions reported adversely on the resolution presented by A. G. Kroncke, Madison, on the question that it was the sense of the convention that all manufacturers and jobbers should refrain from giving exhibits. They also resolved that the secretary of the association should express sympathy with the bereaved family of Lewis Nelson, Winneconne; R. H. Halsted, Sturgeon Bay and John L. Walcott, Sharon; also with D. G. James, Richland Center on account of the recent loss of his wife.

A motion that the session of the convention for 1906 be prolonged to three days was under discussion and lost.

Convention adjourned.

NEW ENGLAND IRON AND HARDWARE ASSOCIATION.

The annual banquet of the New England Iron and Hardware Association was held at the Hotel Vendome, Boston, January 24. It was preceded by a reception in charge of a committee of which R. M. Boutwell was chairman. Former annual dinners of this association have established a standard of excellence, which was fully lived up to on this occasion. The banquet room was tastefully decorated with bunting and the tables with cut flowers. Music was furnished by an orchestra during the reception and dinner.

President Charles F. Bragg of Bangor, Me., acted as toastmaster. Those occupying places at the head table were Charles F. Bragg, Hon. J. L. Robinson, Hon. P. P. Campbell, Edgar Van Etten, vice-president N. Y. C. & H. R. R. R.; Edward B. Wilson, president Boston Board of Trade; Rev. Thomas Van Hess Samuel A. Bigelow, president National Hardware Association; William P. Hill, Samuel Disston and Walter C. English.

Many representative Hardwaremen and manufacturers from all parts of New England were present, many of the members of the association having one or more guests.

The arrangements for the banquet were in charge of John T. Boyd and were perfect in every detail. Mr. Boyd is the manager of the New England office of Yale & Towne Mfg. Company, and has been clerk of the association for several years.

Following is a list of those present:

Thos. H. Baldwin,
Edgar Reed,
John H. Robbins,
L. H. Pease,
Wm. A. Hopkins,
Geo. P. Hart,
A. H. Decatur,
Josiah E. Bacon,
Chas. F. Dowse,
Geo. P. Bullard,
Chas. King,
Geo. Libby,
T. F. Duffy,
W. E. Stevens,
Joseph H. Williams,
Charles B. Parsons,
James A. Monroe,
Charles A. Burditt,
N. P. Cooley,
J. D. Rawles,
J. T. Powers,
F. M. Smith,
C. A. Fitch,
D. F. Barber,
A. G. Bowman,
M. A. Chandler,
E. L. Richards,
B. A. Hawley,
A. M. Wiley,
H. S. Hart,
Charles H. Parsons,
Alex. S. Stanley,
Leon C. Carter,
Robert N. Peck,
F. F. Hodges,
L. W. Thompson,
Chas. A. Adams,
Geo. E. McClintock,
Chas. E. Johnson,
Lester F. Thurber,
I. Frank Stevens,
J. F. Kemp,
Wilbur S. Locke,
H. P. Bope,
Geo. B. Dexter,
Oscar A. Shepard,
Chas. E. Stumcke,
J. Bradford Hunter,
Harry L. Doten,
Francis B. Austin,
R. H. Boutwell,
Geo. E. Holton,
John Splers,
Geo. J. Mulhall,
Wm. Q. Wales,
Fred. L. Greely,
G. C. Libbee,
A. H. Ranlett,
W. A. Jackson,
Harry W. Waite,
Frank Dickerson,
Geo. W. Herrick,
James A. Lowell,
Chas. H. Breck,
Henry A. Brown,
Allan J. Chase,
C. H. Parker,
W. G. Angell,
T. M. Green,
Wm. C. Merrill,
G. A. Sagendorph,
Fred. H. Butts,
Dr. E. O. May,
Albert I. Inman,
Thos. J. Booth,
R. W. Baker,
Wm. F. Hickey,
J. D. Keith,
H. W. Hayes,
L. B. Morris,
Hayward C. Dodge,
Frank W. Brigham,
E. P. Sanderson,
Chas. C. Lewis,
J. E. Frenning,
C. W. Henderson,
F. E. Bragg,
A. C. Harvey,
A. B. Marble,
James Denny,
Robert E. Hofer.

We have received from the Lord Advertising Agency, Scranton, Pa., their new list of trade papers, a booklet that should be in the hands of every trade paper advertiser. It contains a very complete list of trade journals with the most important particulars concerning each, a number of specimen advertisements, and several pages of valuable suggestions for users of trade papers space. Altogether the booklet seems to be worth many times its price, $1.00.

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SOUTH DAKOTA RETAIL MERCHANTS' AND HARDWARE DEALERS' ASSOCIATION

The eighth annual convention of the South Dakota Retail Merchants' and Hardware Dealers' Association was held at Sioux Falls, S. D., on January 24, 25 and 26. Col. T. H. Brown, president of the Board of Trade, welcomed the association to Sioux Falls. He said in part:

"It is thirty-two years since I enlisted in the ranks of the merchants in Dakota. The retail merchant of to-day bears but little semblance to the retail merchant of the past. The box of tobacco and pipes, lounging place and headquarters for town gossip, even the bale of cotton cloth used for a pillow for the loafers, have disappeared. The retail merchant of to-day stands forth as an important factor in advancing civilization. The telephone, telegraph and modes of rapid transit have brought him in close touch and has made him a part of that great army which stands between and ministers to the needs of the producer and consumer.

"The retail merchant of to-day is not a mere weigher and measurer of commodities. He is much more. He has not only discovered, but has laid hold of the ethics of business. A financial success is not the full measure of his purpose, the church, the school house, the social and moral atmosphere of his home town are within the compass of his duty. Every city, town and hamlet of South Dakota gives evidence of his duties well performed. How fitting it is that you should meet and discuss together these broadening duties and added responsibilities.

Hon. P. F. Wickhem of Alexandria responded on behalf of the members of the association. T. Homer Green of Minneapolis, who was scheduled to make an address on "Credits," was unable to be present, but sent an able paper on this subject, which was read to the association by O. L. Schutz of Minneapolis. In the paper Mr. Green stated that credit adds to the ability of the merchant to do business by enabling him to enlarge his capital and carry a larger stock. Yet a merchant should have sufficient real capital to conduct his business safely and not get beyond his depth. People, he stated, often fail in business on account of a lack of attention to details. Indiscriminate trusting is a common cause of failure. A merchant must be honest with those from whom he received credit. Above all, merchants to be successful and bring about desired conditions, must co-operate.

WEDNESDAY MORNING SESSION.

At the opening of the morning session President Grimm appointed an auditing committee, and W. J. Andrews, treasurer of the association reported that during the year he had received the sum of $935.84, which in connection with the sum of $68.56 on hand at the close of the last meeting made $1004.40 which had come into the hands of the treasurer. The sum of $716.55 had been paid out on warrants, which left $287.55 in the treasury at the time of making the report.

The report of L. S. Tyler, secretary, among other things referred to the working of the Transient Merchant law, which in practice was found to be incomplete except so far as it related to peddlers. Through it the Steel Range peddler had been driven out of the State. Mr. Tyler advocated the appointing of a committee to take up the matter with the State Legislature for the purpose of amending the law so that it would contain a penalty clause.

Mr. Tyler, in the absence of H. P. Packard of Redfield, who was on the programme for a paper on "Benefits of Mutual Fire Insurance," addressed the convention on this question. He referred to the Merchants' Mutual Insurance Company and urged the members to take more interest in it. He stated that the old line companies were now taking many risks as low as 50 cents on $100 for the purpose of driving the mutuals out of business. The rates were lower now by far than they were ten years ago, and this was due to the advent of the mutual companies.

WEDNESDAY AFTERNOON SESSION.

President A. F. Grimm in his annual address went over the history of the past year and told what had been accomplished by the association. He stated that while there was some enthusiasm among the merchants of the State, what was needed was more thorough organization of local bodies. He was confident that with more local associations the State organization would be put on a healthier basis. He said that the retailer and the manufacturer were being brought closer together through such organizations as the South Dakota Association and said that the new condition was proving beneficial to both. The manufacturer had seen that it was to his advantage to come to the aid of the retailer.

Then followed an address by S. B. Nelson, of Luverne, Minn., on "Credits From the Merchants' Standpoint; How to Manage Them and Successfully Collect." This was one of the most interesting addresses of the session. Mr. Nelson said that in giving credit to his customers he rated them just as the manufacturer and wholesaler did the retail merchant. One customer might be entitled to more credit than another, but when they had reached a certain point, credit was stopped. Another thing, he was not at all bashful in asking for a settlement of accounts. He made a statement to all of his customers every month and did not feel that he was insulting his customer when he did so.

He thought the principal thing was watching the books and taking care of the accounts.

George E. Pingree, of Chicago, addressed the convention on "Courtesies Due the Traveling Man by the Retailers." His idea was that the matter of courtesy should be mutual. If the traveling man treated the retailer with respect, he would receive like treatment in return; that was a general proposition. He said there were exceptions to all rules, but he found that it applied on one side as well as the other. A. J. Alwin, of New Ulm, Minn., who himself is a traveling man, had a similar subject. He, however, took the question from a merchant's standpoint and thought that the traveling man was very often the one to blame for what he considered discourteous treatment on the part of the merchant. He made a striking illustration by telling a story of a traveling man stepping from the train and walking into the palatial store of his customer. Everything was bright and sparkling, shelves full and the "boss" in his office at work. The salesman walked back into the office and accosted the "boss" and got a "turn down" and went away feeling that the merchant had been discourteous. The traveling man does not stop to think that this merchant may have loaded up heavily in anticipation of a heavy trade and been disappointed; that most of the goods he had ordered several months ago are on the shelves; that bills are due and collections are hard, and the merchant is driven almost crazy in figuring out some plan to meet his creditors so as to satisfy them. Mr. Alwin said there was not nearly so much talk among the traveling men of to-day regarding discourteous treatment as in the past. He thought this was due to the fact that the present-day traveling man was more of a business man, and he had keener realization of the situation and did not bring down the wrath of the merchant.

J. S. Johnson of Sioux City, Iowa, addressed the convention briefly on the topic of "Credits." He gave a list of failures for a certain period and showed where over thirty per cent. of them were cases where the merchant had less than $5,000 capital and attempted to do a business far beyond his ability. Failures due to dishonesty were comparatively small. Drink, gambling and sporting were responsible for a great many failures. He thought that a merchant who was not a good collector himself should be mighty careful about granting credit.

President Grimm announced the following committees:

LEGISLATIVE—J. A. Lockhart, Pierre; Mark Betts, Mt. Vernon; Senator Vessey, Wessington Springs; P. F. Wickhem, Alexandria; H. P. Hanson, Volga.

RESOLUTIONS—O. H. Rime, Dell Rapids; H. L. Arnott, Hurley; C. S. G. Fuller, DeSmet; P. Byrnes, Montrose.

NOMINATING—L. H. Loftus, Desmet; F. L. Pixley, Montrose; Joe Schoeller, Howard; N. W. Kramer, Chamberlain; A. H. Nohlgram, Canova; A. Anderson, Colton.

THURSDAY MORNING SESSION.

C. P. Hanson, of Bridgewater, read the first paper of the morning. His topic was "Union Sales." He believed that the merchants, especially in the smaller towns, would be more successful if they would, every so often, get together and hold union sales. He thought it the best way to get rid of surplus stock. The plan he proposed was for the merchants to go through their stocks and pick out the surplus, which should be put together under the direction of some one of their number and sold. If such a sale was well advertised he was confident that it would bring in large numbers of people from the outside. He thought that this was a metter for local associations to take charge of where there were such associations.

(Continued on page 38.)

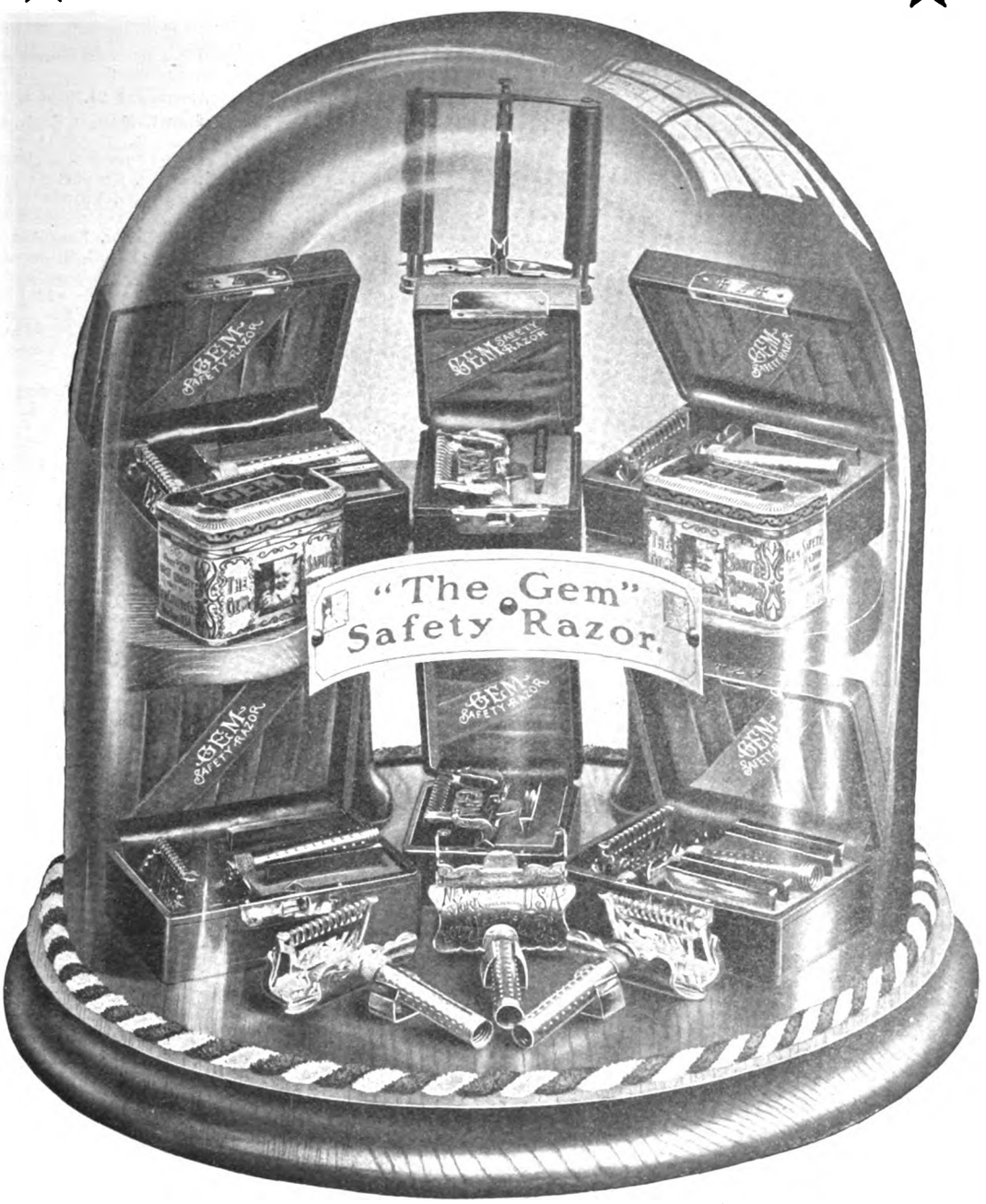
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(Continued from page 36.)

W. L. Williams, of St. Paul, Minn., read a paper on "The Trade Papers and Association Work." He thought that the trade papers could be of great benefit to merchants in general. Trade paper, if they filled the field which they aim to occupy, would advance new methods for the benefit of the retailer, and would keep the members of the trade posted on all that was going on in their field.

THURSDAY AFTERNOON SESSION.

There were no papers read at the afternoon session, but a number of topics on the programme were taken up and discussed. "Rural Mail Carriers Carrying Merchandise" was the first topic discussed. It was thought to be a scheme of the parcels post, and the association went on record as against the plan. The next was "Catalogue House Competition," which was discussed at some length. It was decided that the way to meet it was by more extensive advertising and not talking against the catalogue houses.

It was decided to place organizers in the field and have auxiliary organizations started in all the towns of the State. This proposition met with considerable favor. On the proposed modification of the exemption laws there was a difference of opinion, some holding that an honest man would pay his debts with a high exemption as well as with a low exemption.

The following officers were elected for the ensuing year:

PRESIDENT—A. F. Grimm, Parkston.

VICE PRESIDENTS—F. I. Pixley, Montrose; C. S. G. Fuller, De-Smet; M. Millstad, Milbank; M. Cook, Webster; S. W. Huntington, Aberdeen; E. V. Blaine, Redfield.

SECRETARY—L. S. Tyler, Sioux Falls.

TREASURER—W. J. Andrews, Sioux Falls.

DIRECTORS—J. D. Bartow, Plankington; David Moore, Howard; T. J. Rowe, Fort Pierre; A. P. McMillam, Conde; P. F. Wickhem, Alexandria; John O'Leary, Flandreau.

The secretary was authorized to select the date for the next annual convention of the association. The matter of selecting the place for holding the convention was left to the executive committee, including the president and secretary.

There being no further business, the convention adjourned sine die.

MINNESOTA RETAIL HARDWARE DEALERS' ASSOCIATION.

The Minnesota Retail Hardware Dealers' Association will meet in Duluth, February 22, 23 and 24, and every indication points to a most successful meeting. The following interesting programme has been prepared.

WEDNESDAY AFTERNOON SESSION, 2 P. M.

Address of Welcome—Hon. M. B. Cullum, Mayor of Duluth.
Response—President A. T. Stebbins.
Opening Address—President A. T. Stebbins.
Announcement of Standing Committees.
Announcement of Committee on Nominations—To report Thursday afternoon.
Secretary's Report.
Treasurer's Report.
Why Should a Hardware Man be a Member of the Association? Vice-President George M. Evenson.
A Few Insurance Pointers. Ex-President A. C. Hatch.
Paper—Advertising a Hardware Store in a Country Town. C. H. Casey.

WEDNESDAY EVENING SESSION, 8 P. M.

Meeting of Retail Hardware Dealers' Mutual Fire Insurance Co.
Address—President Charles F. Ladner.
Secretary's Report.
Treasurer's Report.
Election of Directors.

THURSDAY MORNING SESSION, 9 A. M.

Unfinished Business.
Report of Delegates to National Convention. C. D. Decker.
Address—The Science of Salesmanship. Prof. W. L. Barth, Sheldon School of Scientific Salesmanship.
Address—From a Jobber's Standpoint. H. D. Final, Marshall-Wells Hardware Co.
Paper—Co-operation. Jesse Gregg, Nichols, Dean & Gregg.
Address—As Seen by a Traveler. F. H. Young.
Jobbers and Traveling Men Have the Floor.

THURSDAY AFTERNOON SESSION, 2 P. M.

Open Meeting.
Report of Standing Committees.
Address—W. P. Bogardus, President National Retail Hardware Association.
Address—A Hardware Man of Minnesota. E. L. Millar, *Duluth Trade News.*
Address—Hon. T. D. O'Brien, Insurance Commissioner, State of Minnesota.
Address—Hon. John A. Johnson, Governor of Minnesota.
Opening of the Question Box.
Report of Nominating Committee.

THURSDAY EVENING, 8 P. M.

Banquet, Spalding Hotel, Complimentary to the Hardware Dealers by the Hardware Jobbers of Minnesota.

FRIDAY MORNING, 8.30 A. M.

Trip to Zenith Furnaces. All are invited.

FRIDAY MORNING SESSION, 10 A. M.

Executive Session. Members only.
Addresses by National President Bogardus, Secretary Fred. Mason, of National Grocers' Association, J. F. McGuire and others.
Next Meeting.

FRIDAY AFTERNOON SESSION, 2 P. M.

Unfinished Business.
Meeting of Executive Committee.
Appointment of Delegates to National Convention.
Meeting of Directors, Retail Hardware Dealers' Mutual Fire Insurance Co.

MISSOURI RETAIL STOVE AND HARDWARE DEALERS' ASSOCIATION.

The seventh annual meeting of the Missouri Retail Stove and Hardware Dealers' Association will be held at the Commercial Club, Third and Edmond Street, St. Joseph, Mo., February 21 and 22. The programme is as follows:

TUESDAY MORNING, FEBRUARY 21, 9.30 A. M.

Address of Welcome—W. E. Spratt, Mayor; E. A. King, President Commercial Club.
Response—Taylor Frier, President of State Association.
Appointment of Committees on Press, Resolutions, etc.
Recess for Admission of New Members, Payment of Dues and Becoming Acquainted.
Annual Address—President Taylor Frier, Louisiana, Mo.
Annual Report—Secretary Fred'k Neudorff, St. Joseph, Mo.
Report Executive Committee—F. A. Kansteiner, St. Louis, Mo.
Short Addresses—Impressions of Conditions and Progress of Association Work, led by S. P. Johnston, Editor *The American Artisan*, and representatives of press and trade interests present.
Discussion of Missouri garnishment law, its benefits and defects, by members of the association.
Paper—"Novel Methods of Advertising," H. W. Beegle, of Chicago.
Paper—"Stove Troubles Up to Date and Remedies," F. P. Haus, St. Louis, Mo.
General Discussion of Competition—Local Department Store and Catalogue, and how to meet it, members of association.
The 5 and 10 Cent Counter, How to Make Successful.
Question Box.

TUESDAY EVENING, 7.30 P. M.

Public Lecture—A. F. Sheldon, Chicago.

9 P. M.

Social Entertainment, provided by Entertainment Committee, Commercial Club of St. Joseph.

WEDNESDAY MORNING, 9.30 A. M.

Insurance Meeting—Presentation of Report, Discussion of Laws and Other Matters Affecting the Insurance Company of the Association.
Address—R. R. Williams, New York.
Address—Officer Representing National Association.

WEDNESDAY AFTERNOON, 2 P. M.

Report of Committees.
Election of Officers.
Appointment of Standing Committees.
Selection of place next annual meeting.
Good Will Meeting.
Adjournment.

IDAHO HARDWARE AND IMPLEMENT DEALERS' ASSOCIATION.

The Idaho Hardware and Implement Dealers' Association has elected the following officers for 1905: President, James E. Clinton, Jr., Boise; vice-president, A. B. Moss, Payette; secretary, Geo. W. Fletcher, Boise; treasurer, E. A. Fraser, Ontario; Executive Committee, Messrs. Clinton, Moss and Fletcher, and V. C. Kerr, Boise, and S. W. Dee, Caldwell. At the recent annual meeting a committee was appointed to arrange for the drafting of a bill to be introduced in the Legislature prohibiting peddling.

BOOM IN STEEL GUN BARRELS.

The price of steel gun barrels has gone up almost 100 per cent in the last few weeks, and manufacturers refuse to quote prices for future delivery. This rise is attributed to the advance in the price of steel. All the gun barrel manufacturers are running full time and are taxed to the limit of their capacity. A manufacturer of note here, having one of the largest plants in the world, informs me that he has already booked orders for the United States for over 100,000 gun barrels, and that orders are coming in more rapidly than ever before. This condition with regard to gun barrels reflects similar conditions in the manufacture of guns. The trade is at present booming, and 1905 promises to be a record year in the industry for which Liege is noted.—*James C. McNally, Consul, Liege, Belgium.*

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TRADE MARKS IN INTERSTATE AND FOREIGN COMMERCE

BY PHILIP T. DODGE, *Chairman Committee on Patents, National Association of Manufacturers.*

For many years past the need of a federal law which would protect manufacturers against infringement of their trade-marks, used in interstate commerce and in foreign trade, has been well recognized. It was also well recognized that it was desirable to give the Federal Courts jurisdiction over cases of infringement of marks used in interstate commerce.

Various bills have been framed from time to time by the different bar associations, the manufacturers' associations, and others, but, owing to the want of co-operation and the antagonism of the different interests before the Congressional Committees, and the wide variations among the different bills, nothing was accomplished.

The present bill, for which great credit is due to Representative Bonynge, to Senator Kittredge, Chairman of the Senate Patent Committee, and to Chairman Carrier, of the House Committee on Patents

IS A COMPROMISE MEASURE,

arrived at as a result of conference and co-operation among the National Association, various bar associations, the industrial organizations and others. It follows along the general lines proposed by Mr. Greeley, at one time Assistant Commissioner of Patents, and one of the commissioners appointed to revise the statutes relating to patents, trade marks, etc., under the Act of Congress of June 4, 1898. The elaborate report of this committee is known as Senate Document No. 20, Fifty-sixth Congress, Second Session. The principal advantages of the present bill lie:

First, in the fact that it provides for federal registration, not only of trade marks used in foreign commerce and with Indian tribes, but also of marks used in interstate commerce;

Second, in that it confers jurisdiction in all cases of infringement of registered marks on the federal courts;

Third, in that it provides for an appeal from an adverse decision of the Commissioner of Patents to the Court of Appeals of the District of Columbia, thus insuring uniformity of practice and a careful judicial determination of the various questions which may arise;

Fourth, in that it provides for the registration of certain classes of marks, consisting of proper and geographical names, which have been in use for a term of years and which are commercially recognized; and

Fifth, in that it provides definitely a procedure for recovery against wanton infringers.

It also provides means for determining, as between two contending applicants, the one entitled to registration, by an interference procedure closely analogous to that in patent cases. It further provides means for canceling the registration, when proper reasons are shown therefor, under a definite mode of procedure.

Effort was made on the part of various interests to include in the bill provision for the criminal prosecution of deliberate infringers. During the various considerations of the matter, in committees and elsewhere, it was found that it would be impossible to secure the passage of the bill if these provisions were included. In view of this fact, and although strong arguments were offered in support of the criminal clauses, it was wisely agreed by all concerned that the bill should be supported in its present form.

Under this bill the honest manufacturers of America will be afforded

A RIGHT OF PROPERTY AND SECURITY

in trade marks not heretofore enjoyed, and they will be enabled by speedy and comparatively inexpensive procedure to prevent infringement. Whatever individual views there may be as to the need of additional legislation, there can be no doubt that the bill is a vast improvement on the existing law and quite sufficient to accomplish the principal results desired.

The first section of the bill, in the words of Mr. Bonynge, provides for the registration of trade marks used in interstate commerce, as well as in commerce with foreign nations and with Indian tribes, and provides for a

REDUCTION OF THE AMOUNT OF THE FEE

required for the registration of a trade mark from $25 to $10. Only such changes as were necessary to make the law agree with our treaty obligations, or to accomplish the purposes of the proposed amendments, have been made. The language of the present act has been retained throughout the bill in every case where it was possible to do so.

In the past there has been considerable complaint in regard to what could be registered under the existing law as a trade mark. Section 5 of the proposed bill will permit the registration of all marks which could, under the common law as expounded by the courts, be the subject of a trade mark and become the exclusive property of the party using the same as his trade mark.

Full protection is given by the court, under the doctrine of unfair competition, to the users of such marks as do not, under the common law, constitute technically what is known as a trade mark and which can become the subject of exclusive ownership. Provision is made for an appeal from a decision refusing the registration of a trade mark. It would seem that there could not be a conflict of decisions, about which so much complaint has been made in the past. Through the decisions of the courts a uniform system and uniform rules governing and controlling the registration of marks will in time be adopted. A proviso has been added permitting all marks that have been in actual use

AS TRADE MARKS FOR A PERIOD OF TEN YEARS

to be registered.

The procedure provided by the bill for the registration of trade marks is similar in many respects to the procedure in patent cases. When the application for registration is filed Section 6 provides for an examination of the mark offered for registration. If upon such examination the application is refused, notice is given to the applicant, in order that he may appeal, if he so desires, from the decision. The procedure for appeals is regulated by other sections. If, on the other hand, the examination discloses that the mark is entitled to registration, then the act provides that the Commissioner shall cause the mark to be published at least once in the *Official Gazette* of the Patent Office. The purpose of this publication is apparent. Owners of trade marks ought not to have their rights to the use of a trade mark jeopardized by the

REGISTRATION OF SIMILAR TRADE MARKS

by other parties not entitled to the use of them. Some notice should be given whereby the true owners of marks may have an opportunity to be heard by the Commissioner before any mark is registered and given, by reason of such registration, the evidence of ownership provided for by the terms of the bill.

Section 10 provides for the assignment of trade marks either before or after registration, but requires that such assignment shall only be valid when made in connection with the good will of the business in which the mark is used and when recorded within three months from the date thereof.

By Section 12 of the bill the life of a certificate of registration is changed from thirty years to twenty years. The purpose is to make the term of such registration correspond with the term for which registration is granted by the international union for the registration of trade marks. The right to the use of a trade mark is perpetual, so long as the same is actually used in commerce. Such perpetual ownership of a mark is provided for by means of renewals of certificates.

By Section 13 provision is made for the cancellation of registration of marks which may not have been entitled to reigstration. The only notice which is required of the application for the registration of a trade mark is the publication of the application once in the *Official Gazette*. The purpose of this provision is to give to the owner of a mark an opportunity to have a prior registration of his mark, if granted, canceled upon a proper showing.

A remedy at law is given to the owners of trade marks by Section 16. The provision to give the court power to enter a judgment on a verdict for three times the amount of the verdict; in such cases as the court may deem it advisable, is new in the law of trade marks. Similar provisions exist in the copyright and patent laws and in other statutes. The difficulty of proving exact damages in cases of this character is well understood. The Government, which has made provision for the registration of trade marks, should accord to the owners thereof, who have complied with the terms of the statute, full and complete redress for violation of their rights. By another section provision is made for designating registered trade marks by printing under the trade mark the fact that it is registered, as is done in cases of patents; so that any person who imitates or counterfeits a trade mark will do so with notice and should therefore be held to a strict accountability for the fraud committed.

By Section 19 provision is made for proceedings in equity against the infringer of a registered trade mark. This section corresponds in terms with Section 4921 of the Revised Statutes

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

In the May issue of the Butterick Trio (appearing April 10th), we will have a four page advertisement in colors costing

FIFTEEN THOUSAND DOLLARS.

This is the

LARGEST ADVERTISEMENT EVER PLACED

in this publication for one issue.

We will have in the April issue Ladies' Home Journal (appearing March 25th), an advertisement costing

EIGHT THOUSAND DOLLARS.

This will be the first double page advertisement which has ever appeared in this publication.

We will carry standard magazine sized pages in the following publications in addition to the above during the spring months alone: McCall's, Ladies' World, Good Housekeeping, Munsey's, McClure's, Cosmopolitan, Youth's Companion, Success, Christian Herald, Harper's Bazaar.

The combined paid circulation of these publications is 6,600,625: allowing four readers to each copy (which is conservative), our immense advertisements will reach 26,438,660 readers at just the right time for selling JAP-A-LAC.

Our expenditure for publicity advertising during the Spring months will amount to

SIXTY THOUSAND DOLLARS.

This is by far a larger amount of money than has ever been expended by all varnish houses combined for magazine advertising.

Just think of it,—this expenditure is for four months only. JAP-A-LAC will sweep the market this year. Prepare yourself for some of the dollars.

We are spending this money to help you sell JAP-A-LAC, by educating the consumers fully as to what it is, and what it does.

We will distribute $1000 in prizes for the best Window Displays made "JAP-A-LAC week" which begins April 10th 1905. Let us tell you about it.

ADDRESS 641 WILLIAMSON BUILDING,

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES,

CLEVELAND, OHIO.

relating to patent cases, except that it specially provides the manner in which profits shall be ascertained. Under existing rules it is necessary for the

COMPLAINANT TO PROVE SALES AND COSTS

with entire and absolute accuracy. The only persons having knowledge of the cost of making the sales are the defendant or some one in his employ. It has seemed only fair and just, therefore, that if the complainant proves the sales, the defendant should be required to produce evidence of the expenses he was put to in making such sales as an offset against the sales proven by the complainant.

Section 23 is identical with Section 10 of the Act of 1881 on the subject of trade marks, and is intended to give the user of a commercial mark, whether such mark comes within the technical definition of a trade mark under the provisions of the proposed act the right to have such remedy against those who make use of such mark with fraudulent intent, as is given by the courts under the doctrine of unfair competition, and further to provide that the courts of the United States shall continue to have such jurisdiction as they now have to enforce relief in such cases.

Section 28 provides that it shall be the duty of the registrant of a trade mark is registered either by affixing thereon the words "Registered in U. S. Patent Office," or abbreviated thus "Reg. U. S. Pat. Off." If counterfeiting or imitation of a trade mark is to subject the counterfeiter or imitator to the penalties by way of trebling of damages, then it seems entirely proper that some notice should be given to the public of the registration of the trade mark.

Now that the Senate has passed the bill it goes to the House for concurrence in a few minor amendments, after which it will be sent to the President for signature. It is indeed a fact that this legislation is regarded as of the highest importance to manufacturers and dealers, "as it closes," to quote well known authority, "a gap in trade mark protection created by the decisions of the United States Supreme Court, holding that the present federal trade mark law authorizes the registration in the Patent Office of trade marks employed in commerce with foreign countries and the Indian tribes only and that the much more important class of commerce between the States cannot be protected by registration in the Patent Office."—*American Industries.*

PACIFIC COAST HARDWARE DEALERS' ASSOCIATION.

The fifth annual convention of the Pacific Coast Retail Hardware Dealers' Association was held at Stockton, Cal., January 18th and 19th.

One of the principal matters of importance considered by the convention was the forming of a central State body, to which all matters of interest to the retail Hardware dealers might be referred.

Wednesday evening the delegates enjoyed a theater party at the performance of "Sis Hopkins," with Rose Melville in the title role, at the Yosemite Theater.

Thursday evening the visitors and a number of invited guests were entertained at a banquet at the Philson Cafe.

Hon. J. A. Louttit was the toastmaster at the banquet. The programme was as follows:

March—"Always Forward" (Ellis).

Toastmaster—Hon. James A. Louttit.

Address of Welcome—C. E. Williams, Mayor of Stockton.

Intermezzo—"Ahwanda" (Henry).

"Our Hosts," John C. White, President Pacific Retail Hardware Association.

March—"Vidette" (Kuebler).

"The Commercial Relations Existing Between Merchant and Traveling Salesmen," Orrin S. Henderson.

Song—"They're All Good Fellows" (selected).

"The New Stockton," Ed. R. Thompson.

March—"To the Front" (Blossom).

"Why as Jobbers and Retailers We Should Work Together," W. R. Wheeler.

March—"In Union There Is Strength" (Cary).

The next convention of the association will be held at Marysville in 1906.

The following named were elected officers for the ensuing year:

President—John C. White, Marysville.

Vice-President—A. L. Nichols, Chico.

Secretary—James O. Gates, Marysville.

Treasurer—William Earl, Chico.

Executive Committee—George A. Legg, Nevada City, and L. O. Johnstone, Arbuckle.

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REVIEW OF THE MARKETS.

WIRE NAILS: An advance of 5 cents per hundred pounds on all Wire Products including Nails, took place on February 1st. The mills are busy shipping on old contracts booked some time ago, and trouble is found already in transportation thus early in the season. The severity of the weather conditions contributed greatly to cause delay. The market is firm at the advance. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. Quotations have changed to meet the advance as follows:

Single carloads.....$1.99
Small lots from store..... 2.05

CUT NAILS: At the meeting of the Cut Nail Association held January 25th existing prices were reaffirmed for the month of February; but upon the advance announced for Wire Nails, Cut Nails, according to understanding, were advanced accordingly, without formal announcement. The market is firmly held at the advance. Quotations are as follows:

Carload lots.....$1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

F.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Cut Nails.

New York. Prices on the advance were made 5 cents per 100 pounds higher. Moderate demand, weather conditions being unfavorable for work. New York quotations are as follows:

Carloads on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: The advance on all wire products of 5 cents per 100 pounds affected this line to that extent. Business is expected to be brisker this month. Sales during January were moderate, although previous orders were more encouraging. Market is firm at the advance. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers carload lots	$1.95	$2.25
Retailers carload lots	2.00	2.30
Retailers less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: Trade is brisk in this line which is also affected by the advance. The demand is good and mills are busy working on specifications already booked. Quotations are as follows, f.o.b. Pittsburgh 60 days or 2 per cent. discount for cashin 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

ROPE: The following quotations represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12 to 12½
No. 2 Manila	10 to 10¼
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

BINDER TWINE. General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9 @ 10
Standard (500 feet to the pound)..... 9 @ 10
Standard Manila (550 feet to the pound)....10 @ 11
Manila (600 feet to the pound).....11 @ 12
Pure Manila (650 feet to the pound).....12 @ 13

Less than carload lots quarter of a cent extra.

LINSEED OIL: The following quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....44 cents per gallon.
In lots of 5 barrels or more.....43 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE ALBANY TRADE.

Conditions in this market are showing indications of a good volume of trade for the early Spring. The orders being entered by dealers are equal to, if not ahead of previous years, indicating that a good feeling is very general throughout this section, and that the anticipated prospective trade is sure to materialize. The added strength to prices on some leading goods is helpful in keeping a steady market. Early purchasers will realize excellent returns on contracts and if goods are distributed based on the cost ruling when these goods move, it is certain that the profit gained will be very satisfactory. The good clear Winter weather that has prevailed here for some time, together with the excellent condition of the roads, making sleighing good, has been the means of bringing the farmers and those from the outlying districts into market, and has helped the retail business which is usually rather dull at this season. The long Winter here has used up the goods in the Hardware line, which are adapted for the season's requirements, and everything seems to have conspired to make business run along about as merchants like. Consequently, all concerned in the Hardware trade seem to have been very kindly favored this present season, and all will enter into the opening up of Spring trade, hopeful and confident of good active business. ALBANY HARDWARE & IRON CO.

THE CLEVELAND TRADE.

Whenever it becomes necessary for a government to be sustained by force, one of two things create that necessity—the ignorance of one party or the arrogance of the other. Great expenditure is being made to protect this country from the first, by a provision for universal education. Danger from the other source demands most careful attention. The moral sense is not always adequate to control selfish interests, and it is a curious psychological fact that corporation officials do not recognize the moral code as a part of corporation law. Men of high moral character in their private business, under the plea of necessity, in their corporal official capacity are in the habit of ignoring the moral law; so that legislation is imperative to protect the public 11 government is to retain respect and confidence. Laws for this purpose should as sacredly respect the rights of corporations, as individuals. Such a government will endure and no other will permanently do so. History points out the rocks upon which nations have stranded, and lovers of the republic must insist that ours must escape them. The sin of leaving undone what we should have done is a national danger that calls for the earliest attention. Everybody knows what the views of the president are, and if congress fails to act, the suspicion that capitalists have legislators to represent them in our legislative halls will be strengthened. Officials who desire to serve their country and the public should favor legislation that would benefit both. The services that corporations render the country entitle them to consideration, but unjust discrimination and favoritism has created the impression that they are lawless, and this prevents justice being done them. Their rights will only be safe when they show a willingness to grant the rights of others, but the unfriendly feeling towards them will never be suppressed until they show a willingness to have, and obey a just law.

Notwithstanding the good outlook, it is not wise for business men to over purchase because of an anticipated advance. It is taking an unnecessary risk and will in the average of chances, end in loss. When prices are based on quantity, the tendency is to over purchase, and this where the capital is limited, prevents keeping up stock in other lines, resulting in diminished business. Increased lines are more profitable than increased quantities. New and desirable goods, such as your customers will buy, if their attention is called to them, are being produced and it should be the business of the merchant to find and furnish them. It will advertise you among your people and increase your profits. Do not let your customers say, "Why don't our merchant keep such goods?" but be first in showing them. This does not mean that you should buy every new thing. If you are undecided, get the seller to guarantee the sale of the first purchase and in this way test his convictions as to the merits of the goods. He may hesitate to do this on desirable things, but it will help you in deciding. However great your confidence, it is best to buy light at first, but get new things and keep getting them. It makes it interesting for your customers to come to your store, if you have

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some new novel thing to show them. It is wise to occasionally ask the judgment of your customer, as to the value of some new article, as it is often better to ask advice than to offer it. Modesty is better than conceit to win good will. It is usual after an activity, in business caused by advancing prices, to find hesitation among purchasers, because they fear a decline, and it will be natural if February trade is affected in this way, but advances have been too moderate in manufactured goods to justify such expectations. Prices for the last half of the year, are more likely to be higher than lower, and unless raw material declines, advances will be more radical.

The Lockwood-Taylor Hardware Co.
C. B. Lockwood, President.

THE PITTSBURGH TRADE.

While the jobbers and the large retailers appreciate the advancing tendency of the market and keep manufacturers busy with early orders, the small trade has not waked up to the situation. The usual slack demand from consumers during the cold weather is the only argument in sight and merchants refuse to buy until there is an actual demand upon them for goods. This will result in a rush of business as soon as Spring opens, for there undoubtedly will be a large amount of Hardware go into consumption this year and those who are not ready for it will come into market altogether. These short sighted buyers have to pay for their tardiness. Another advance in nails and wire of 5 cents per 100 pounds, is announced to-day and there are almost daily advances of some one or more items. The longer they put off buying the more they will pay. Our advice for this year is, "Buy early." Winter has been severe and constant in this section. February 2nd was "groundhog day." Thermometer near to zero and a bright sun shining. Mr. Groundhog could not help seeing a good strong shadow, so that according to our weather prophets we are in for six weeks more of good strong winter. Our manufacturing interests are all busy. The building trades are having some differences to adjust with employes for the ensuing year which we trust will soon be settled. Just at present, however, the men are out. Logan-Gregg Hardware Co.

THE DAVENPORT TRADE.

The average Hardware jobber has evidently become so wealthy that he has passed the want-for-money line, and has no use for further profits in business. There has been of late most strenuous efforts made both in and out of conventions, to secure a reasonable margin of profit from the manufacturers, to enable the jobber to carry in stock most convenient to the retail dealer, such an amount of goods as would supply his wants in a small way promptly, when needed for seasonable use. The manufacturers have been very liberal in granting these requests, and now the jobbers show their appreciation by cutting the manufacturers' prices; ungrateful to say the least, and unprofitable beyond a doubt. This condition gives a temporary advantage to the retail dealers and also incidentally to his customer the consumer; but think of the poor jobbers balances being on the wrong side of the ledger next New Year's day, and also of his embarrassment when he again appeals to the manufacturer for a wider margin of profit. The general sales manager of a large concern once told the writer that all Hardware jobbers were fools; prefixing fools with two blanks. Of course, he did not tell the truth, but he came near enough to justify the question: "When will the average Hardware jobber learn wisdom?" Sickels, Preston & Nutting Co.

THE CHICAGO TRADE.

We have to report very flattering results from our city and country trade. General Hardware and metal dealers are buying freely and with confidence. Realizing that prices have passed low water mark and with the advances that have come to stay, and with the anticipation of further advances; those who have not protected themselves have no time to lose. With inventories over the time is near at hand when Spring goods should go forward. This accounts for the strong active trade coming in by mail and many buyers paying Chicago their annual visit to place orders. At the present time it is very difficult to get factory specifications filled for present wants. The demand for Tin Plates, Galvanized Sheets, Registers, Strap & T Hinges, Steel Goods, Saws and Tools has so far exceeded the output that jobbers are commencing to feel, what will soon be a famine in these lines. This together with the future business not placed, that must come, will make it very difficult to fill Spring orders. We are very fortunate in this respect, having bought very largely of everything in our line last year. We are pleased to state that we have the goods in stock and are prepared to take care of anything that comes to us. With the increased storage enabling us to have the goods on hand we are prepared to make prompt shipments upon the shortest notice. We have added the Evart Lumbering Tool Company's lumbering tool line to our stock and have a full and complete line of Lumbermen's Tools, Rope Cordage, Rafting Pins, Dogs and Supplies. Never before during our 26 years uninterrupted business career have we been so well stocked as we are to-day, and with increased help we can promise everything favorable to our customers' demands.

Wells & Nellegar Co.

THE SAN FRANCISCO TRADE.

"Up to the point of satisfaction" is a fair way to put it—the composite response of local representative Hardwaremen to the query, "What would be right to report as to trade conditions on the Pacific Coast?" The frequent and general rains of the fortnight just passed surely foretell brilliant crop prospects, and that the season is ideal from the common viewpoint of farmers, miners, fruit growers and horticulturists. Unless some serious climatic deficiency, such as a dry Spring, or hot north winds early in the Summer, occurs, we shall probably harvest banner crops of everything this year. This most excellent crop prospect imparts a feeling of buoyancy to the whole coast, not alone everybody in Hardware and affiliated lines of trade, but alike everybody in manufacturing, farming and financiering, is confident of another good year.

The representative Hardwaremen of San Francisco, Secretary Gracey, of the State Retail Association, and President Philpott, of the Philpott Retail Hardware Association, and H. C. Bennett, of Bennett Brothers, treasurer of the San Francisco Retail Hardware Association, and from one to eight representatives each of the several wholesale Hardware houses, have returned highly pleased with their visit to the three days' business session and closing night banquet of the seventh annual convention of the Pacific Retail Hardware Association of California, held in Stockton, and presided over by the Pacific's president, John C. White, of the John C. White Hardware Co., of Marysville. In his annual address President White reviewed the past year, unfolding by way of comparison that present trade conditions, brought about through the work of the association, have vastly improved the last twelve months, "matters pertaining to retail trade," he said, "being much better than formerly."

According to the constitution and by-laws, under which the Pacific Association has been working for years, "the objects of the association are to bring about a better condition of affairs between retailers and wholesalers, and harmony of action regarding rates and prices and a better understanding of trade conditions generally."

And now the 8th, 9th and 10th of next month is a triple-date occasion that is being talked of in trade circles as the coming feature event of the year, and that on this triple-date occasion in San Francisco, it is confidently asserted by high officials in the State's Hardware association life, fully 400 of the 825 retail Hardware dealers in California will rally in this city in annual convention in the name of California State Retail Hardware Association. The rallying point selected is the twelve-story Hotel St. Francis, the Waldorf-Astoria of San Francisco, under the management of Mr. James Woods, who, until, recently, was high up officially in connection with the great New York hotel named.

Traveling men in the trade, recently returned from the other two States of the Pacific Coast, Oregon and Washington, report as follows: In Oregon, J. D. Matlock has opened in the Hardware trade at Eugene. In the town of Halix, J. S. Norgell & Co. have succeeded Stone & Walker. The James W. Duncan Furniture Co. have added a Hardware line. At Ashland a new store has been opened in the name of the Ashland Hardware Co. C. F. Harris has established a store in Forest Grove. The A. A. Muck Hardware Co., of Portland, has opened a branch store in St. Johns, and in Springfield the Springfield Hardware Co. has added a furniture stock.

In the State of Washington the Seattle Hardware Co. are now having laid the foundation for a modern building that will be the largest warehouse exclusively for Hardware west of Duluth and north of San Francisco. This company has made rapid strides in the last ten years, having developed a large export business as well as a large business in Alaska. In Farmington the Hopper Hardware Co. has absorbed the store of William Service, a competitor. The McCollum-Patterson Hardware Co. has succeeded McCollum, Hill & Co., Hardware, in Waterville, and incorporated for $17,000 by E. G. Patterson. George McCollum and S. N. Dolson, and E. N. Scott & Co. have bought the Benton & Manning Hardware store in Thornton.

Industrial Press Association.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT, ARCADE, AMERICAN, GREAT WESTERN, McCLELLAN, EAGLE, J. B. SMITH, "X. F.", GOLD MEDAL.

DEVELOPMENT OF THE TYPEWRITER.

While it is in the last thirty-five years that the typewriter has come into practical and expensive use, its birth dates back to the early part of the eighteenth century. Hardly any other useful apparatus has given its inventors more perplexity or has been so slow in its evolution.

In 1714 the first typewriter was patended by Henry Mill of England, and the claim of his patent indicates that his invention had several points in common with our modern typewriter but it is supposed to have been designed mainly to print embossed letters for the use of the blind. The practical merit of this machine did not warrant its continued manufacture and beyond marking the introduction of the typewriter era, it seems to deserve little notice.

With one exception, no other effort seems to have been made for nearly 130 years to produce a writing machine. The exception was an invention that appeared about 1784 in France. From the records this typewriter, too, was intended to print raised characters for the blind; and not until 1829, when an American patent was issued to William Austin Burt, was a machine made that showed in construction some of the properties of a successful typewriter.

According to the *Scientific American* of May, 1891, France is next in line with a typewriter called the "Ktypograph," which was patented in 1833. The extreme oddity of this machine is shown in the following description: "Instead of having the paper rendered movable and the machine stationary, as in the modern style of machines, our French inventor held the paper fast and flat, and moved his machine over the surface of the paper. With this device he not only executed typewriting, but also wrote music and made printing plates."

Ten years later Charles Thurber of Worecster, Mass., conceived the true development of a mechanical writing machine and at the request of a wealthy Southern gentleman began its construction. The printing of lines by rolling a sheet of paper through the machine was first realized in this device, and in almost every way it was a satisfactory typewriter, except as to its rate of manipulation, which was extremely slow. Therefore it was abandoned.

Another step in the perfection of typewriters was accomplished by Oliver T. Eddy of Baltimore, his apparatus being patented in 1850. From the tenor of his application for a patent it is evident that Mr. Eddy had a clear vision of what was needed in a machine that would take the place of a pen and meet the requirements of practical usage and rapid writing. This typewriter printed as many characters as the standard machines of the present day, and did very good work, but its construction was intricate and clumsy, and its operation slow and unsatisfactory. This, too, was soon laid aside and forgotten.

Not two years after the Eddy patent, another machine for the same purpose, was patented by John Jones, of Clyde, N. Y. This differed principally from its predecessors in that the types were arranged in a circle and printed at a common point. This feature constituted a very important stride in typewriter development, but the possibilities of such a method were then only suggested. The Jones typewriter was of little practical utility, and, together with its ancestors, became popular only with the inventor.

Next to attract notice was the invention of Alfred Beach of this city, about 1855. Some years before Mr. Beach had invented a writing machine which, though considerable of a success, did not meet his expectation; and while that invention awaited improvement he brought about a typewriter to print in raised letters, without ink. This machine was publicly exhibited at the Crystal Palace Exhibition of the American Institute in 1856, and received the highest award.

In 1857 came the Francis typewriter, constructed by Dr. S. W. Francis, also of this city. Of all previous attempts to produce a substitute for the pen that would write with both rapidity and neatness, this was far in advance. Yet the old objections still prevailed; the machine was bulky, delicate, and complex, and seems never to have been manufactured in quantities and offered for sale.

A still greater advance in the art of typewriter construction was made in 1865 by G. House of Buffalo. His apparatus was never patented, yet it embodied very many valuable features which were eagerly adopted in the rapid series of inventions that followed. The device itself, however, was seriously defective in the alignment of its type when writing, and this proved a fatal objection.

From the number of typewriter inventions about this time, inventors everywhere began to appreciate the advantage of being able to write by machinery, and in 1866 John Pratt, of Alabama, patented a writing machine destined to incite the production of such complete and serviceable typewriters as we have at present.

Out of the many inventions that closely followed the Pratt patent the typewriters now so generally used have developed. One concern in this city manufactures some fifty different styles and varieties of typewriters, including those writing all languages, cipher machines, those for clergymen, telegraphers, railroad employees, and many other special styles.

Although the typewriter has for several years been universally used in England and America, it is a singular fact that its general adoption in Paris has been only in the last two years, despite a majority of the old inventions having been made by Frenchmen.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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TRADE JOURNALISM DEFINED.

The conviction is growing as trade and technical journals are coming within the range of observation of larger members, that they represent to-day in many respects the most advanced type of journalism. It is not fully understood, however, as it might be that special journals, with all their characteristic features, have been in existence for more than a generation. During and soon after the war there were established and maintained both trade and technical journals in the branches with which I am familiar, which were highly creditable productions from every point of view. They cannot compare in volume with their successors, since the industries they represented were truly in their infancy, but under the adverse conditions of the missionary period some exceedingly able work was done. Some of these pioneers have disappeared from the scene of their labors, others are withdrawing from active work, but much that is hailed as an achievement of the present day was really accomplished by them.

Of the many journals which were started from time to time, only those have survived which have pursued a broad, liberal, business-like policy, the tricksters and fakirs having had but a brief, though sometimes, apparently, brilliant career. There have been numbers of the latter who at one time brought trade journalism into some disrepute by their methods. It was a source of never-ending wonder that the men in charge of important enterprises fell victims to the guiles of brazen adventures, but while the education of the clientele of the trade journal was occasionally exasperatingly slow, it has none the less been effective and lasting. To-day there is hardly one branch of our national industries in which one or more trade journals have not conquered an honored place. Much that was trivial has disappeared and the sycophant of an earlier period has fallen into well-earned contempt.

A trade journal is a business enterprise, pure and simple, as any mercantile or manufacturing enterprise must be; in fact, the printing departments of some of our larger publishers have risen to the dignity of very large undertakings of the latter class.

But what a few publishers realized thirty years ago, the majority now acknowledge as the basis of their business—and that is that their profits and their good-will depend upon rendering valuable service to their readers and to their advertisers, giving more than an equivalent for the money which they have paid. To cajole or coerce an unwilling manufacturer or merchant into advertising under false pretenses as to circulation or the character of the subscribers is happily a matter of the past. Publishers seek and succeed in obtaining business connections with their advertisers which continue uninterrupted for many years. There are trade journals to-day who are carrying advertising of which the original contracts were placed thirty and forty years ago.

The basis for the business which they do must primarily be the hold upon the subscribers both as to numbers and as to character. A journal which the president of a large concern insists upon seeing as soon as the mail arrives is of infinitely greater influence and value than that which disputes with the penny dreadful the honor of dissipating the ennui of the office boy. It is not too much to say that the reading of our leading trade and technical journals is regarded as one of the duties of the modern captain of industry each in his own particular field, and it is a more recent achievement of the publisher that he studies the advertising pages as closely as he goes over the reading columns.

The broad foundations of the publishing enterprise must be enterprising editorial management. It is in this respect that different class journals must meet widely varying conditions. The trade journal proper which is largely concerned with current commercial affairs and with news has imposed upon it limitations in certain directions which do not embarrass the purely technical papers. They must work with newspaper speed, and yet conform as closely as possible to magazine standards of physical appearance. Many of the technical journals have ample opportunity for careful and slow printing. The trade journal must hold its pages open for many columns of telegraphic and market reports and do in hours what others have days to accomplish.

The trade journals proper cover a wider field since they must and do report not alone commercial and trade news, but also present carefully prepared technical articles describing the latest developments or manufactures in their own particular field.

The quality of the matter printed in the class journals has improved very greatly. The puff has practically disappeared, the scissors and the paste pot have ceased to be the main reliance, nearly every line of the better journals is original matter. Some of the brightest men among engineers and manufacturers are contributors who are usually paid at rates equal to those of the newspapers and magazines. The illustrations which are numerous and well executed are specially made for the publishers, many of whom have established their own engraving departments.

The commercial reports are prepared by men of experience and training in their field, and aim to get at the truth irrespective of special interests. They express the honest conviction of the writers, and for that reason command respect and confidence. Many of the class journals supplement their market information with statistical work, often collected at great expense and much labor. The result is that their reports are often quoted in all the leading daily journals in the country as authoritative, and are cabled to foreign financial and commercial centers.

So far as trade news is concerned it is becoming more and more the practice of trade journals to insure accuracy by verifying all rumors, and even at the expense of occasionally printing matter late.

In some respects the subjects which many of the class journals treat of do not lend themselves readily to the essay style of leader writing, and there appears to be a tendency toward neglecting work in this direction in the weekly journals.

With growing prosperity our trade and technical journals have secured the means for, and have developed the opportunities of their business. They are equipping them better and are giving increasing attention to aiding their clients in placing their announcements before interested parties in the most effective manner. Appealing as these clients do to purchasers who are usually fairly well informed concerning the articles they desire to purchase, the advertisement must seek to present specific facts or clear cut arguments, rather than unsupported assertions. The links in the main chain between the reader and purchaser on the one hand and the seller and distributor of goods on the other, through the medium of the trade journal, are being strengthened day by day. They are more effective than they ever were, and are therefore more profitable to all.

In recent years class journals have taken an active and a helpful part in extending American export trade by attracting an increasing number of foreign subscribers until to-day American class journals reach the remotest part of the world as persistent and able missionaries of American industry.—C. Kirchhoff, in *Profitable Advertising*

WISDOM IN A NUT SHELL.

Never kick a man when he is down. He may not be down for good.

When you hear what ought not to be true, don't hear it.

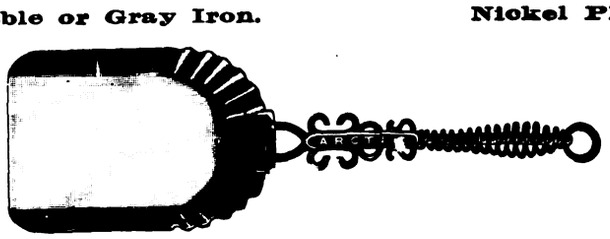
Take your view of life from the hill top.

Great men are born in the country, but they come to the city to find it out.

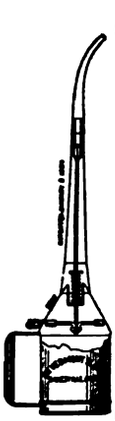
THE FANNER MFG. CO.,
CLEVELAND, OHIO.

ARCTIC COAL SHOVELS.

Malleable or Gray Iron. Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.



THE VERMONT SAFETY OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

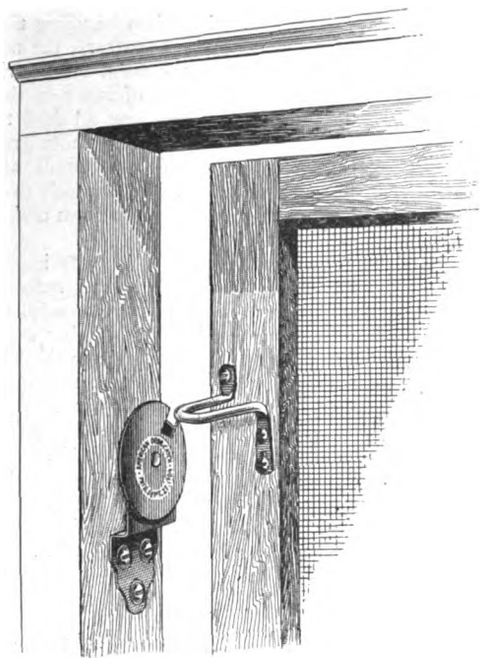
THE VERMONT SLATE CO.
Zanesville, Ohio.

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MR. HARDWARE DEALER OF 1905

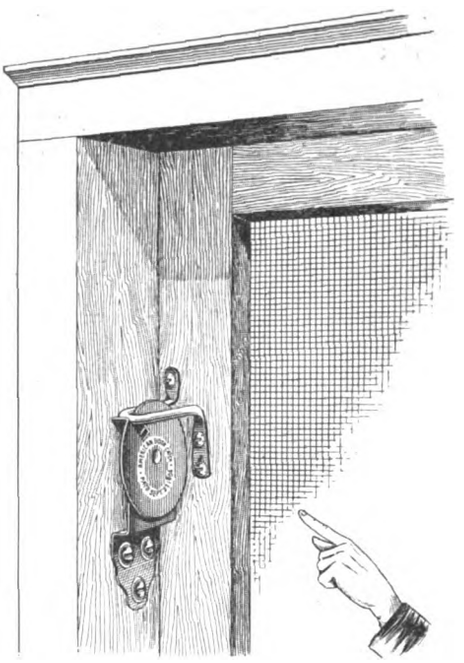
HAVE YOU SEEN A WORKING MODEL OF

THE AMERICAN DOOR CATCH



See
The Circle Action
It
Goes Over The
Center

Simple, Positive
Strong and Silent



We pack each catch, complete, in envelope with screws, staple, and cardboard templet, with instructions for attaching. The templet locates the position of screw holes in door and casing, so that any person can attach it. When the customer has the envelope they have it all.

One dozen envelopes in a carton with swing cover, showing 2 display cards. Cover remains open on counter showing advantages of Catch.

If you have not seen a model of the American Door Catch, ask your jobber, or write us direct, and we will express one prepaid, no charge.

Do not specify Spring order for screen door catches until you have seen a working model of the American, or an envelope showing how they are packed, and the price. Then use your judgment.

AMERICAN HARDWARE MFG. CO., Ottawa, Ill., U. S. A.



Going After More Business

Start right with a live line—
An Arcade Line.

Give them display space in your store and they will boom business, especially among women.

We illustrate several of our latest specilties, samples of which we will send you on request.

Arcade Mfg. Co. Freeport, Ill.

Herman Kornahrens, 111 Murray St., New York.
J. T. Rowntree, 323 Rialto Bldg., San Francisco.
Arthur Watts, 60 Wabash Ave., Chicago.
J. E. Forsee & Son, 321 Chemical Bldg., St. Louis.
Selling Agencies



The Jewel Cake Turner
Made entirely of steel. Light and serviceable. Costs less than any other and will last a lifetime.

The Bell Coffee Mill



The Aristocrat of our family of Family Coffee Mills.
Iron front with glass tumbler. Air tight.
Adjustable high speed grinder
Antique oak finished wood work
Carefully packed ½ doz. in a case.



King Coffee Mill
Equipped with sliding top and patent regulating nut for locking grinders.



Six Drawer Spice Cabinet
Strongly made, nicely finished. Labelled and fitted with black enamelled iron pulls.

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LIFTING MAGNETS.

Wherever steel or iron is handled in quantities by means of cranes a suitable lifting magnet is understood to economize in time and labor sufficient to pay for itself in from one to six months. This statement is supported by experience in steel plants, jobbing houses, safe works, etc., and is not improbable when the methods, chains versus magnet, are compared. In all cases the electro-magnet is used, suspended from the hook of the crane. Direct current at any of the common voltages is employed to energize the magnet. A flexible twin-conductor cable conveys the current to the magnet and a small switch operated by the crane man is usually the only additional apparatus necessary. The amount of current required is small, being from one to twelve amperes, according to the service for which the magnet is designed.

In operation, the magnet is lowered upon the surface of the material and the switch closed. This causes the magnet to attract and hold the load, which may then be hoisted by the crane and transported to the desired point. By opening the switch the weight is instantly released.

Comparing this method of operation with the common methods of connecting the load to the hook of the crane, with chains, hooks or clamps, the saving in both labor and time is evident. In general the attachment of the magnet to the load, as well as the release, may be accomplished by the crane operator without assistance. This saves the labor of one or more men for prying up the material, attaching hook and chains at the point of suspension and additional men at delivery for unhooking the load from the crane. Magnets can be so quickly attached to and detached from a load that by their use the work which may be done by a given crane is greatly increased, in some cases more than doubled. It frequently occurs that the attachment of lifting magnets to existing cranes greatly increases their capacity for handling material. Lifting magnets require much less head room than the chains for lifting material of considerable width, such as plates, etc. By the use of magnets, therefore, material can be conveniently lifted a greater height in the storage space under a given crane than is otherwise possible with chain slings, and this increases the capacity of storage space without altering the crane runway or enlarging the building.

Lifting magnets may be used to advantage in handling pig iron, scrap, rivets, bolts and similar articles in bulk, as shown in Fig. 1. Ingots, blooms, slabs, billets, bars, plates, rails, structural shapes, pipe, etc., may also be handled to advantage, as in Fig. 2. The Illinois Steel Co. uses fourteen magnets in the South Chicago works alone and has found the economy in time and labor so substantial that they will be put in service wherever possible in all the plants.

A single design of magnets is not adapted to handling the full range of material above mentioned; on the contrary, the magnet must in every case be designed to meet the form of material to be handled. For instance, there is a wide difference in the design of a magnet for ingots or blooms and one adapted to the handling of thin plates. A magnet which would handle five tons in the form of an ingot might not handle 500 pounds of thin plate. It is therefore necessary to understand in each case the operating conditions with special reference to the form and range of material handled.

The question of risk of accident arises and is quite important. The Electric Controller & Supply Co., of Cleveland, reports that with experience of scores of lifting magnets in successful operation it has yet to learn of a single accident which has occurerd through their use. On the contrary, accidents due to the slipping and breaking of hooks and chains are by no means uncommon. Magnets are built and tested to from four to five times the specified load and in addition to wide experience in the application of lifting magnets the Electric Controller & Supply Co. has comprehensive data, secured through the testing of some forty designs of magnets on a testing machine constructed for this special purpose. Lifting magnets of this make are protected by the Wellman, Clark and Peik patents.—*The Iron Trade Review.*

THE TOP O' THE MORNIN'.

MANAGER—How was the "snake charmer?"

STAGE DIRECTOR—Bum. Even his own snakes helped to hiss him off the stage.

"I would like to have a room with a fire escape in it, please, sir."

"Then I must ask you to pay in advance."



"Right Up To The Scratch"

in every particular. No matter what you wish to duplicate: letters, circulars, invoices, menus or music,—or how many, so —150,—

"DAUS' TIP TOP DUPLICATOR"

is always



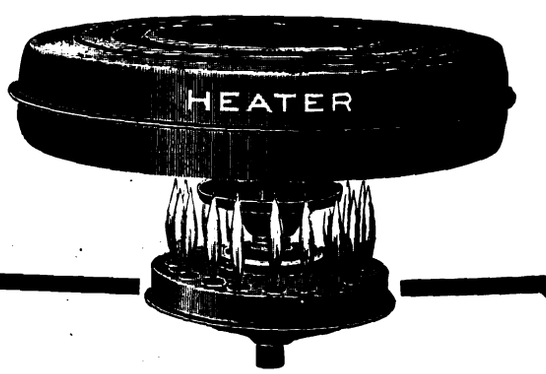
ready for service.

Thousands of pleased customers testify to this fact.

HAVE YOU GOT ONE?

If not, get one. Price $5. It saves time and money on your print bill.

The Felix P. J. Daus Duplicator Co.,
111 John St. New York, U. S. A.



20th Century "White Flame"

Combination HEAT AND LIGHT

Attaches to any Chandelier, Wall Bracket or Portable Stand.

Gives great heat and brilliant light at one time and at one cost.

Delays "Stove and Furnace Time."

There are generally bath-rooms and other places in houses that are better for extra heat, particularly if it adds nothing beyond the cost of the usual illumination.

Must not be confounded with "old-fashioned blue flames," because it gives greater heat besides the light and is strictly Hygienic. Retails $1.25.

Only 8 inches diameter, but it does the work.

Send for circular and discounts.

20th Century Mfg. Co.
19 Warren Street, New York.

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The ORIGINAL Star Safety Razor



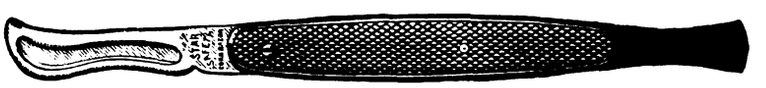
A few of our Specialties.

ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8-12 Reade St., *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.



READY FOR USE.

"Star" Safety Corn Razor

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor.
With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

We're helping you sell it through our Magazine Advertising.

Guard partly open



KAMPFE BROS.
8-12 Reade St.,
NEW YORK.

Send for descriptive catalog and prices.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Altoona, Pa.—The A. R. Wolf Hardware Co. has opened up their store at 1018 Twelfth Street.

Appleton, Wis.—The Schlafer Hardware Co. has been incorporated. Capital stock, $50,000. Incorporators, Otto P. Schlafer, Albert A. Wettengel and W. D. Schlafer.

Burlington, Iowa.—The H. W. Stadtlander Hardware Co. have engaged in business in this town.

Calumet, Mich.—The Pearce Hardware Co., Limited, has been incorporated. The company will take over the business of Joseph Pearce of Lake Linden. The capitalization is $10,000, all paid in.

Chattanooga, Tenn.—The Hardware firm of McCaslin & Jones has been incorporated; capital $15,000. Incorporators: J. M. Jones, J. H. McCaslin, O. K. Jones, J. M. Jones, Jr., and S. T. Jones.

Chicago, Ill.—The Wilson & Friend Co. has been incorporated. Hardware. Capital stock, $20,000.

Columbus, Ohio.—The Thornton & Broz Hardware Co. has been incorporated. F. C. Thornton, J. L. Broz, T. J. Thornton, E. Jahnke, M. L. Bernstein, incorporators. Capital, $25,000.

Conway, S. C.—A new Hardware concern has been organized by W. A. Johnson, of Birmingham, Ala.; J. W. King, of Dillon, and A. C. Thompson and Walter Mishoe, of this place.

Conway Springs, Kan.—Q. Campbell will engage in the Hardware business here.

Cookeville, Tenn.—Jere Whitson and A. P. Barnes have formed a partnership under the firm name of Whitson & Barnes, and will open a large wholesale Hardware establishment.

Danville, Ill.—A company composed of G. Wilse Tilton, Thomas A. Taylor, Fletcher Keeney and J. R. Colyer have matured plans to erect an up-to-date brick building, in which they will open a first class Hardware and implement store in the near future.

Detroit, Mich.—The R. J. Rutledge Co. has been incorporated with a capital stock of $20,000, to handle the output of the Stimpson Computing Scale Co. Stockholders are: Robert J. Rutledge, Levi J. Robbins and Charles G. Hilton.

Elizabeth, Pa.—Joseph H. Gamble & Son have opened a new Hardware store.

Evansville, Ind.—William Griener and J. F. Batholome have formed a partnership and have opened a new Hardware store. They will make a specialty of Builders' Hardware. The firm name is Griener & Bartholome.

Frankfort, Ind.—The Shanklin Hardware Co. has been incorporated. Capital stock, $30,000. Directors, John C. Shanklin, Bert G. Shanklin, Harry C. Shanklin.

Fremont, Neb.—H. J. Lee has disposed of his Hardware store to J. C. Lee and T. W. Miller.

Gadsden, Ala.—The Ewing Hardware Co. has been incorporated. Capital stock $60,000. Incorporators are: C. W. Ewing, T. G. Ewing, W. L. Ewing and H. L. Ewing.

Glassport, Pa.—George J. Gobble has opened a new Hardware store.

Goldsboro, N. C.—The Ideal Hardware and Commission Co. has been incorporated with $25,000 capital. The incorporators are: W. H. Huggins, G. W. Baker, George D. Bizzell, J. Wash Bizzell and J. O. Bizzell.

Gridley, Cal.—Chris Mayer will take charge of the Hardware store recently purchased by himself and Lloyd Ashley, of Yuba City.

Humboldt, Kan.—H. A. Ewing has opened a new Hardware store.

Iola, Kan.—Schell & Hall have opened a new stock of Hardware.

Jackson, Mich.—The Smith-Winchester Hardware Co. has been incorporated. Capital stock, $60,000.

Mahaffey, Pa.—The Wrigley Hardware Co. has just been reorganized and application has been made for a charter to incorporate under the name of the Wrigley Co., with a capital of $50,000. The president is Miles Wrigley; treasurer and secretary, G. E. Conroth, and the directors, Miles Wrigley, E. M. Binder, F. H. Markle and H. P. Galer.

Manitowoc, Wis.—The Worel, Zeman & Stangel Co. has been incorporated. Wholesale and retail dealers in Hardware. Capital stock, $30,000. Incorporators, Albert G. Worel, Frank S. Zeman and Jacob J. Stangel.

Merkel, Texas.—The Merkel Hardware Co. has been incorporated. Capital stock, $25,000. Incorporators, W. T. Berry, Fred. B. Gentry, C. W. Harkrider, George S. Berry, R. M. Barnes.

Mulhall, Okla.—A. J. Justice & Co. have opened a new Hardware store.

Muskegon, Mich.—The Alberts Hardware Co. has been formed at 46 Pine Street.

North, S. C.—The Farmers' Hardware and Furniture Co. has been incorporated. Capital, $3,000. Incorporators, E. M. Livingston, J. C. Witt and J. C. Price.

Oregon City, Ore.—C. W. Frederick is opening a new Hardware store.

Owatonna, Minn.—A new firm, Hastings, Hadley & Jacobson, has been formed as wholesale Hardware and implement dealers.

Roanoke, Va.—The Graves-Humphreys Hardware Co. has been incorporated.

Salineville, Ohio.—W. H. Kintner has opened a store, carrying a line of general Hardware, stoves, tinware, etc.

Schuylkill, Pa.—William G. Stoffler, who has purchased the post office property, will start to remodel the building about April 1st and will open his store as soon as the alterations can be completed. He proposes to keep an up-to-date Hardware establishment. He is an experienced Hardwareman.

Shoshone, Idaho.—C. F. Borden will open a Hardware business.

Sibley, Ill.—Samuel Zahn and Fred. Roeder have opened a Hardware store.

Smithfield, Ohio.—T. E. Meholin has started in the Hardware business.

Temple, Ariz.—The Arizona Hardware and Implement Co. has been incorporated.

Washington C. H., Ohio.—The McVey-Glascock Hardware Co. has been incorporated. Incorporators: W. L. McVey, Mary C. McVey, A. S. Glascock, Jr., A. S. Glascock, Sr., Georgiana Glascock. Capital, $12,000.

Changes.

Aurora, Neb.—M. Mather has purchased the Hardware stock of F. C. Mather.

Blythedale, Mo.—Canady & Hungate have been succeeded in the Hardware business by Charles L. Canady.

Dysart, Iowa.—J. C. Walters & Co. have succeeded to the Hardware and Implement business of J. C. Walters.

Fairfield, Iowa.—John A. Putnam has purchased the business of the Fulton Hardware Co.

Ft. Scott, Kan.—A. G. Spafford has sold his interest in the Hardware firm of Spafford & Spencer.

Glenwood, Iowa.—A. J. Gilter has purchased the Hardware business of W. H. Bonebrake & Son.

Haddam, Kan.—A. E. Drisikell has succeeded to the Hardware business of Drisikell & Stanley.

Houlton, Me.—R. L. Turney, who lost his Hardware store in the big fire, has secured a new store on Mechanic Street and will resume business at once.

Kingman, Kan.—George B. Gosch has purchased the Hardware business of the late A. M. Dyche.

Leigh, Neb.—T. E. Rockford has purchased the Hardware and Furniture business of McCoy & Harrison.

Meridian, Tex.—Hughes Bros. have purchased the Hardware and Implement business of the Lomax Merc. Co.

Moorhead, Iowa.—C. A. Allen & Company, Hardware merchants, have sold their entire stock to Charles Andrews. The price paid was $7,450.

Mt. Union, Iowa.—Hilliard & Cornic have sold their Hardware and Implement business to H. R. Williams.

Nacogdoches, Texas.—The firm of Cason & Richardson, doing a Hardware and furniture business, has been dissolved by mutual consent. The business will be conducted by D. K. Cason, who assumes all of the responsibilities of the firm.

North Rose, N. Y.—Skutt & Gray have sold their Hardware store out to Blanchard & Tousant of Sodus, who have taken possession.

Nowada, Iowa.—H. W. Graves has sold his Hardware and Furniture business to Fred. Jarman.

Oklahoma City, Okla.—C. L. Cole has purchased the Hardware business of Hugh McCredie.

Parkston, S. D.—Kroll & Kroth have disposed of their building, land and large stock of heavy and shelf Hardware, farm machinery and harness to the Parkston Land & Implement Company.

Potsdam, N. Y.—Eastman Morway has purchased of Milton Welch his interest in the Hardware store and the business will be continued under the firm name of Adams & Morway.

Statesville, N. C.—The name of the Thomas Hardware Company will be changed to the Montgomery-Lazenby Hardware Company.

St. Paul, Minn.—The Farwell-Osmun-Kirk Company, is to erect a $450,000 reinforced concrete building in the Spring. The structure will cover an acre of ground and will be nine stories high.

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Perfect Typewriting Cannot be Secured Without These Two Essential Features.

THE HAMMOND TYPEWRITER

Uniform Impression
Perfect Alignment.

THE HAMMOND TYPEWRITER

--Don't embarrass
--The other
--Fellow by asking
--Him if he is
--Able to furnish
--This . . . .

The
Hammond Typewriter Co.
Factory and General Offices
69th to 70th Streets and
East River
New York, N. Y.

Practical Wisdom



demands that you give your trade the Best for their money.

No line of Small Tools is so well adapted for that purpose as Mayhew Tools.

Our Tools have so many good points---are sold so reasonably and always give such satisfaction that the Hardware Dealer who does not handle

MAYHEW TOOLS

is blind to his best interests.

We feel confident a copy of our catalog would open your eyes.

Our prices are still more convincing. You can't get away from them.

Mention HARDWARE when writing.

H. H. MAYHEW COMPANY
Shelburne Falls, N. Y., U. S. A.
New York Office, 45 Murray St.



BISSELL'S
"CYCO" BEARING



Is the sweeper of quality, reputation, and acknowledged superiority. Every one knows something about the Bissell sweeper, and that's why it sells itself. You don't have to waste valuable time trying to convince customers that the Bissell is the best sweeper on the market, for they know it.

Over 8,000,000 homes scattered throughout the world, are swept by the Bissell, and twenty-four different nations recognize it as the best sweeper made. Bissell's "Cyco" Bearing Sweeper is clearly distinctive and beyond comparison in points of mechanism, finish, saleability and profit paying qualities to the dealer. It is the ONLY sweeper ever placed on the market under a sound, sincere system of fixed retail prices, that guarantees to the dealer a good profit.





BISSELL CARPET SWEEPER CO.,
(LARGEST SWEEPER MAKERS IN THE WORLD)
Grand Rapids, Mich.

BRANCHES:
NEW YORK, 25 Warren Street,
LONDON, 38 Wilson St., Finsbury Sq.
TORONTO, 18 Pearl Street,
PARIS, 42 Rue des Vinaigriers.



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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Boston, Mass.—The Kendall Nail and Supply Co. has been incorporated. Capital, $50,000. Promoters, Peter Igoe, Frank C. Ayres, Louis A. Wyman.

Cairo, Ill.—The Advance Manufacturing Co. has been incorporated. The incorporators are: Louis James, John A. Lynch and Charles A. Cummings. Capital stock, $100,000. The purpose of the company is to manufacture agricultural implements and vehicles.

Camden, N. J.—The Philadelphia Pneumatic Tool Co., of Pennsylvania, has been incorporated. Capital stock, $1,000,000. The company will acquire and conduct the business now operated by the Philadelphia Pneumatic Tool Co. The incorporators are: Julius Keller, C. F. Binkley, C. S. Bell and M. D. Aber. Office, 417 Market Street, Camden, with the New Jersey Corporation Guarantee and Trust Co. as the accredited agent.

Chicago, Ill.—The Myers Manufacturing Co. has been incorporated. Capital, $50,000. Manufacturing tools and machinery. Incorporators, William D. Schmidt, Peter A. Myers and William T. C. Hyde.

Chicago, Ill.—The Smith Manufacturing Co. has been incorporated. Capital, $10,000. Manufacturing farm implements. Incorporators, Addison L. Gardner, Carroll H. Jones, Forest A. Otis.

Coshocton, Ohio.—John Owens and associates, of Coshocton and Kansas City, have organized the American Manufacturing Co., and will locate here for the manufacture of advertising novelties.

Evart, Mich.—The Champion Tool and Handle Co. has been incorporated. Capital stock, $100,000.

Harrisburg, Pa.—The Electric Safety Lamp Wick Co. has been incorporated

Jamestown, N. Y.—The Watson Manufacturing Co. has been re-organized and incorporated. The new company will bear the same name as that under which the business has so long been conducted. A new invention in the way of window screens will be a principal article of manufacture.

Lexington, Ky.—The Gibbs Automatic Sash Lock Co. has been incorporated by Beecher Laswell, Col. John R. Allen and I. W. Kennett. Capital stock, $20,000.

Mannington, W. Va.—The Mannington Forged Tool Co. has been incorporated to manufacture hand-forged tools. Capital stock, $25,000.

Martinsville, Va.—The Virginia Spoke and Handle Co. has been incorporated by N. S. Goode, S. F. Pedigo, C. J. Angle. Capital stock, $20,000. Objects: To manufacture and sell spokes, handles, reins, whips, stocks, etc.

Milwaukee, Wis.—The National Elastic Nut Co. has been incorporated. Capital stock, $100,000. Incorporators, Henry J. Droppers, William E. Black and Henry M. Carpenter.

Minneapolis, Minn.—The Huber Bros.' Manufacturing Co. has been incorporated. Manufacture of Hardware specialties. Capital stock, $50,000. Incorporators, Jacob M., William S. and H. F. Huber.

New Haven, Conn.—The Geometric Tool Co., of New Haven, has been incorporated, the incorporators being, L. Wheeler Beecher, William J. Smith and Howard E. Adt, all of New Haven. The capital stock is $100,000. The Geometric Drill Co. has its factory in Westville.

Portland, Me.—The Frost Specialty Co. has been organized for the purpose of manufacturing all kinds of goods and ware usually denominated as specialties, and tools of all kinds, with $100,000 capital stock. The officers are: President, Howard R. Ives, of Portland; treasurer, Levi Turner, of Portland.

Richmond, Va.—The Spotless Washing Machine Co. has been incorporated. William Todd, president; Joseph Porter, vice-president; Henry L. Cabell, secretary and treasurer. Capital, $25,000.

Rochester, N. Y.—The Adjustable Washboard Co. has been incorporated. Capitalized at $10,000. The directors are: Frederick F. Remmel, Edward J. Galvin and Frank Mitchell.

Springfield, Mass.—A new company, with a capital of $500,000, has just been formed to manufacture machine screws with a new machine invented by George T. Warwick. A large number of Springfield business men are interested in the enterprise, and its factory is likely to be located in that city.

Streator, Ill.—The G. & D. Manufacturing Co. has been incorporated. Capital, $12,000. Manufacturing implements and Hardware. Incorporators, Frank Gahm, C. L. Horn, Herman Dorman.

Toledo, Ohio.—The Indiana Scale and Truck Co. is a new concern.

West Hoboken, N. J.—The North Jersey Stamping Co., office 527 Walnut street, has been incorporated to manufacture household utensils. Capital stock, $125,000. Incorporators, Jacob Werner, Ernst Vahle and Stephen Treen.

Changes.

Alton, Ill.—The Beall Bros., Beall Shovel Co. and the C. L. Beall Manufacturing Co. have consolidated their interests and will incorporate under the name of the "Beall Brothers." The new concern will operate the Alton and East Alton plants. It will be a close corporation and all stock will be owned by Edmond Beall, A. M. Beall, J. W. Beall, C. L. Beall and P. B. Gates. The capital stock will be $100,000. It is the intention of the new corporation to increase the output of the two plants, and add the manufacture of several new lines at the East Alton plant.

Bradford, N. Y.—H. E. Cransall, of the Cransall Cutlery Co., has purchased an interest in the Platt Brothers firm of cutlery manufacturers at Eldred.

Camden, N. J.—The American Bar Lock Co. has been dissolved.

Greenfield, Mass.—In view of the rapidly increasing demand for its products from Great Britain and the Continent, the Wells Bros. Co. has made arrangements to carry a stock of goods in London. The company has appointed Theodore Butler as its resident representative, with quarters at No. 149 Queen Victoria Street, E. C., where a complete line of taps, dies, screw-cutting tools and machinery will be carried in stock.

Hudson, N. Y.—Gifford Brothers, makers of ice machinery, and The William T. Wood Co., of Boston, makers of tools, have combined under the name of The Gifford-Wood Co. The company will be capitalized at $200,000. The incorporators are: William E. and William B. Wood, of Arlington, Mass., and Malcolm Gifford, of Hudson. William E. Wood is president; Malcolm Gifford, vice-president; Arthur Gifford, treasurer; William B. Wood, assistant treasurer, and A. E. Heard, secretary.

Monessen, Pa.—Plans have been prepared by the Page Woven Wire Fence Co. for the erection of a new plant this Spring for the manufacture of furniture, coil and all kinds of springs. The new buildings will cost about $50,000, and will give employment to 100 more skilled men.

St. Paul, Minn.—The incorporators of the Twin City Fence and Wire Works have changed the name of the concern to the Twin City Iron and Wire Works.

Miscellaneous.

Binghamton, N. Y.—The annual meeting of the Osgood Scale Co. was held January 12. Directors and officers were chosen as follows: J. W. Sturtevant, president; L. A. Osgood, vice-president; O. J. Fowler, secretary and treasurer. The entire interest of H. B. Osgood, both in the Osgood Scale Co. and the Evolution Scale Co., has been acquired by L. A. Osgood, O. J. Fowler, A. J. Parsons, W. G. Phelps and J. W. Sturtevant. There will be no change in the management.

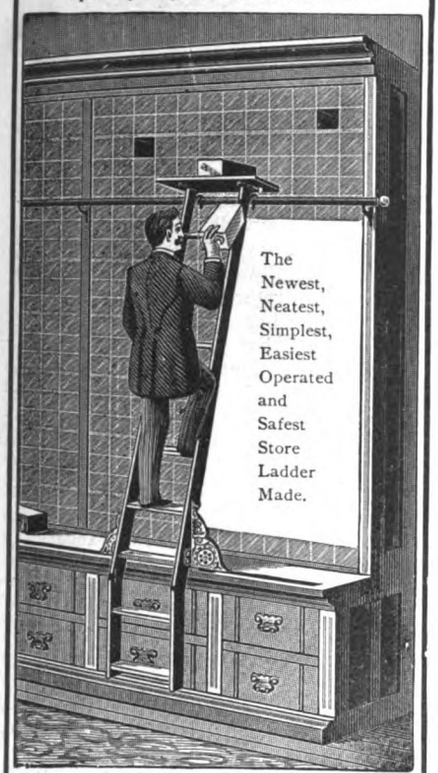
Crawfordsville, Ind.—The stockholders of the Crawfordsville Wire and Nail Co. met recently and elected officers for the ensuing year. They are as follows: President and treasurer, Capt. W. P. Herron; vice-president, Dr. I. A. Detchon; secretary and general manager, Richard Schweitzer. Directors: W. P. Herron, I. A. Detchon, P. C. Somerville, H. H. Ristine, Benjamin Crane, H. E. Greene.

Marion, Ohio.—The annual stockholders' meeting of the Marion Manufacturing Co. was held in New Jersey, and the following old Board of Directors was re-elected: William R. Archer, James Bastable, Ward H. Bones, H. Chisholm, Lewis B. Dailey, A. C. Edmondson, W. B. Everett, C. C. Fisher, William B. Fisher, Frederick Haberman, H. B. Hane, W. G. Harding, S. G. Kleinmaier, C. W. Leffler, James F. Prendergast, William H. Schaffner, Henry Strelitz and E. K. Uhler.

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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

Sargent's Gem Food Chopper



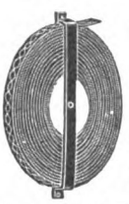
is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

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STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
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THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Notary, Lodge and Corporation Seals,
Send for Catalogue. BRIDGEPORT, CONN.

The dealer bright with smile so light
Extends his hand in greeting bland
To welcome in this band of knights
The money making Ad-el-ites

The TRADE Ad-el-ite MARK Line



Comprises everything in the Paint and Paint Specialty Line that a dealer can handle profitably.

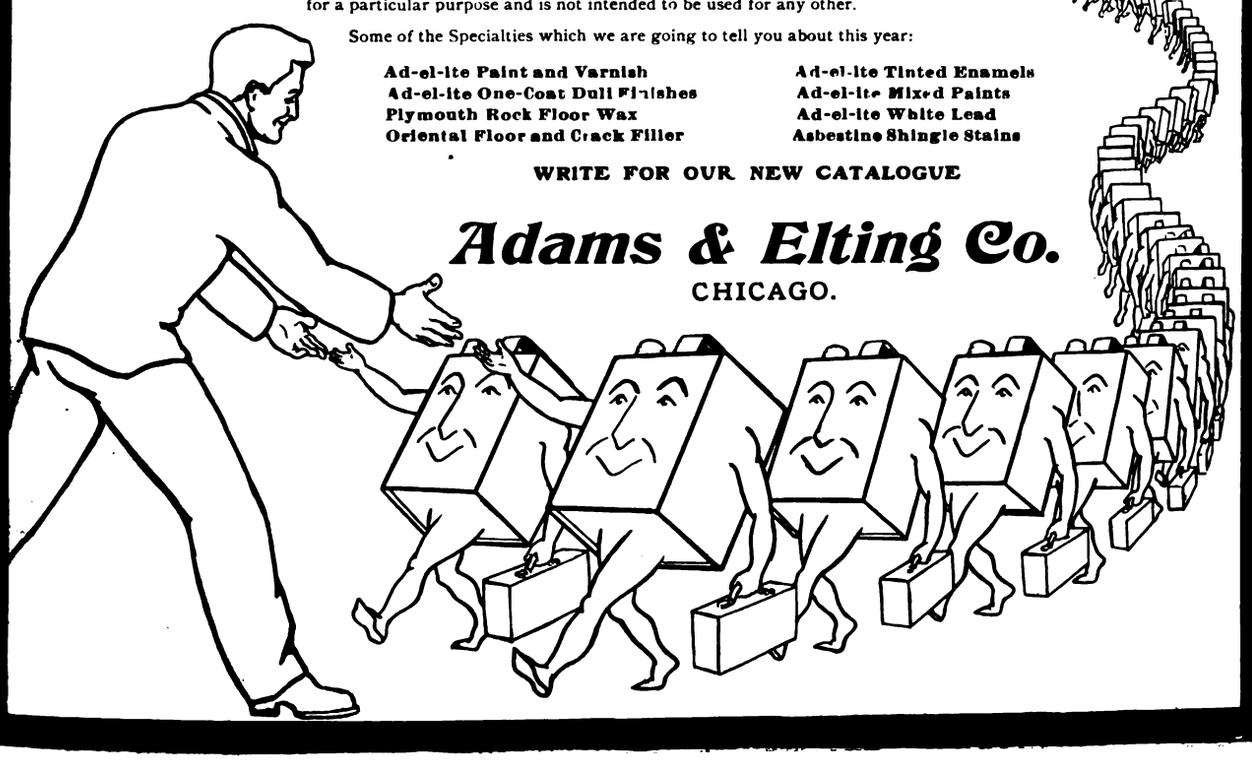
And every Ad-el-ite specialty can be handled with profit, because—There is a real active demand for all of them, because—The superior qualities of the whole line have been extensively advertised, and because—The goods have the superior qualities which we claim for them, and always give satisfaction, because—Every Ad-el-ite Specialty is made for a particular purpose and is not intended to be used for any other.

Some of the Specialties which we are going to tell you about this year:

Ad-el-ite Paint and Varnish
Ad-el-ite One-Coat Dull Finishes
Plymouth Rock Floor Wax
Oriental Floor and Crack Filler
Ad-el-ite Tinted Enamels
Ad-el-ite Mixed Paints
Ad-el-ite White Lead
Asbestine Shingle Stains

WRITE FOR OUR NEW CATALOGUE

Adams & Elting Co.
CHICAGO.



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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Dodgeville, Wis.—A new firm, under the name of Morsman & Morsman has been formed and will deal in automobiles and bicycles.

Fairfield, Me.—J. W. Sawyer has opened a new bicycle store in the Burgess Building.

Jersey City, N. J.—Aluminum Crown Stopper Company has been incorporated; to manufacture all kinds of machinery for bowling purposes; capital $25,000. Incorporators: Horace A. Kimball, William G. Smithers, Clarence W. Goodwin, William P. Catlin, Kenneth K. McYarin, No. 15 Exchange Place, Jersey City.

New Haven, Conn.—The A. Ochsner & Sons Company has been incorporated. Capital stock $15,000; to manufacture automobile and carriage Hardware trimmings.

New York, N. Y.—Charles J. Godfrey Co. has been incorporated; sporting goods; capital $50,000. Incorporators: Charles J. Godfrey, Brooklyn; Charles J. Godfrey, Grace N. Godfrey.

Oakland, Cal.—The Duck Motorcycle Co. has been incorporated with $25,000 capital stock, paid in. Incorporators are A. W. Duck, E. M. Rockliffe, M. H. Weed, and Benj. F. Woolner.

Westboro, Mass.—Andrew J. Fyrberg, former head of the Fyrberg Arms Company, which is moving to Meriden, Conn., intends to open a factory either in Hopkinton or some other place nearby, soon, for the manufacture of fire arms.

Whitehall, N. Y.—C. B. Pike has closed his jewelry store, and will in the future devote his entire attention to the manufacture of fire arms.

Changes.

Asbury Park, N. J.—Mark Guy has removed his bicycle store to 406 Main Street, where he will enlarge his stock.

Dayton, Ohio.—Ed. Borderwisch & Co. have moved their bicycle store to 12 and 14 North Jefferson Street.

Hartford, Conn.—The Colt Patent Fire Arms Manufacturing Co. has perfected an agreement for the manufacture of the celebrated Vickers-Maxim automatic machine gun of rifle caliber, including carriages and all equipments for the guns, for the entire United States. The work is in addition to that heretofore customary of the factory, which is to continue as in the past.

Nashville, Tenn.—J. S. Roler, dealer in bicycles, motors, autos, etc., has erected a new garage at 179 Third Avenue, North. It will be in charge of J. L. Hedges who holds the 6 to 10-mile steam track record for the world.

New Haven, Conn.—The Buell Cycle & Automobile Co. has been dissolved.

Youngstown, Ohio.—Max Oresky has opened a new bicycle store.

Embarrassments.

Somerville, Mass.—Henry H. Morse, bicycle supplies and novelties, doing a business as Morse Novelties Company, has filed a bankruptcy petition.

Willows, Cal.—Creditors of T. D. Orr, dealer in bicycles, sporting goods, etc., filed a petition on January 10 asking that he be declared an involuntary insolvent. They represent an aggregate indebtedness of $1,500.

Miscellaneous.

Batavia, N. Y.—At the annual meeting of the stockholders of the Baker Gun Company the following officers were reelected: President, E. J. Mockford; vice-president, Hon. R. A. Maxwell; secretary and treasurer, F. M. Farwell. E. W. Atwater, the Hon. George Bowen, H. L. Miller and A. G. Hough, together with the officers, will constitute the board of trustees. The officers reported that the sales had increased twenty-five per cent. during the past year and that the outlook for the coming year was very promising. The factory is now running ten hours a day and will not be closed this winter.

Norwich, Conn.—The annual meeting of the stockholders of the Hopkins & Allen Arms Company was held on January 16. The following board of directors was elected: A. H. Brewer, C. H. Osgood, H. A. Briggs, C. B. Lee, F. T. Brown, W. A. Briscoe, C. H. Preston, Archibald Mitchell, all of Norwich; Gardiner Hall, Jr., South Wellington. At a subsequent meeting of the board of directors these officers were elected: President, A. H. Brewer; vice-president, C. H. Osgood; general manager, treasurer and secretary, C. B. Lee.

Some curious statistician has recently procured information to the effect that there are 7,500 bicycles in the Paris pawn shops. The government has charge of these institutions and charges 7 per cent. on the loan.

The Union Velocipedique de France will celebrate its twenty-fifth anniversary next month, having been founded on February 6, 1880. Some festivities are to be held on this auspicious occasion, and it is rumored that an amnesty will be granted to most of the French racing men who are under suspension.

WEATHER SIGNS.

The formula of popular weather signs most approved by scientific men is that adopted by the Farmers' Club of the American Institute some years ago:

1. When the temperature falls suddenly, a storm is forming south of you. 2. When the temperature rises suddenly, a storm is forming north of you. 3. The wind always blows from a region of fair weather toward a region where a storm is forming. 4. Cirrus clouds (curl-cloud, cat's-tail) always move from a storm region toward a region of fair weather. 5. Cumulus clouds (hay-cock) always move from a region where a storm is forming. 6. When cirrus clouds are moving rapidly from the north or northeast, there will be rain within twenty-four hours, no matter how cold it is. 7. When cirrus clouds are moving rapidly from the south or southeast, there will be a cold hail-storm on the morrow if it be in the Summer, and if it be in the Winter there will be a snow-storm. 8. The wind always blows in a circle around a storm, and when it blows from the north the heaviest rain is east of you; if from the south, the heaviest is west; if from the east, the heaviest is south. 9. The wind never blows unless rain or snow is falling within 1,000 miles of you. 10. Whenever heavy white frost occurs, a storm is forming within 1,000 miles north or northwest of you. This is about as far as popular weather prophecy has advanced. It is not a great distance, but it is better than the old fashion of trusting to the italic warnings in the almanac, prepared a twelvemonth ahead.



QUICK SELLER, LIBERAL PROFIT
A perfect manicure. Never fails to please. The original German silver 25c.; Klip-Klip, Jr., nickeled 15c. Order at once from your jobber, or write direct for prices. As heretofore made only by KLIP-KLIP CO., 572 Clinton ave. South, Rochester, N. Y.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER

Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y.

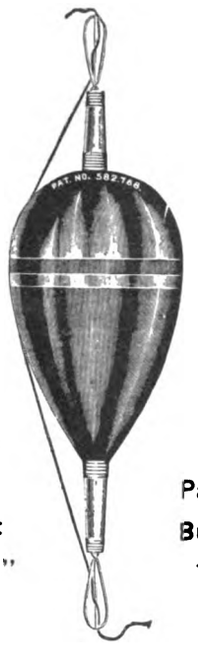
Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE American Steel Roofing Co.
Middletown, O.

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"The Best Float Afloat."

Patent Buckle Tip.

Sells better than any other float because of the following good points. Can be put on or taken off in four seconds. Lighter and stronger than cork. Easily adjustable to proper depth. Looks well—works well. Saves time and temper. Helps to catch fish and more customers. Sold by largest jobbers in principal cities.

J. M. Mast Mfg. Company, Lititz, Pa., U. S. A.

DEALERS WHO SELL THE NEW

Pelouze Family Scales

with the handsome silver finished dials sell the **best** in the scale maker's art.

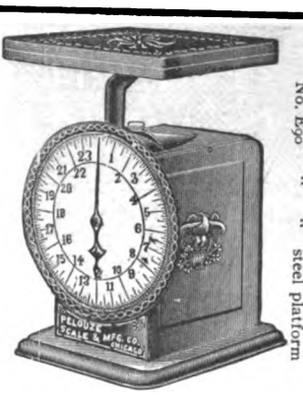
Capacity, 24 pounds by ounces Warranted.

The springs used in all Pelouze Scales are made of the best crucible cast steel wire. Every scale has a patented adjusting screw; cannot fall off and cause trouble.

Received highest award at World's Fair, St. Louis.

Ask your jobber for the Pelouze make.

Send for Catalogue G; 40 styles.



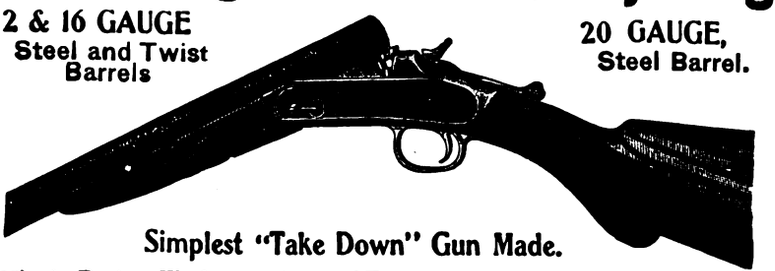
No. Top Silver dial, tin scoop
No. Ego " " steel platform

PELOUZE SCALE & MFG. CO.,
118-130 W. Jackson Boul., CHICAGO.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

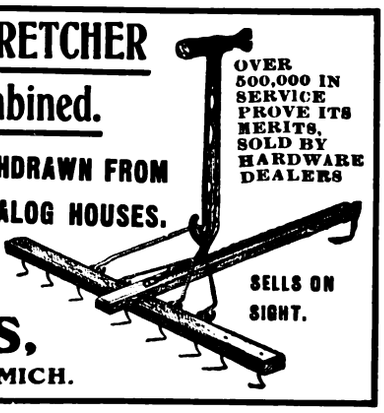
Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. **"The Housekeeper's Friend."** Postal brings retailers Display Card free. Ask your jobber for the **"Excelsior"** or write

WITHDRAWN FROM CATALOG HOUSES.



OVER 500,000 IN SERVICE PROVE ITS MERITS, SOLD BY HARDWARE DEALERS

SELLS ON SIGHT.

R. W. MONTROSS,
Sole Manufacturer GALIEN, MICH.

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MENTION HARDWARE

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The "FOLLETT" NUMBERING MACHINE

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Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



Large 10 oz. Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

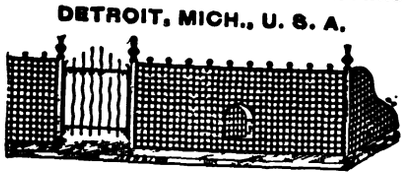
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CHICAGO.

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FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



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OLIDHED" THUMB TACKS are not only a necessity to the draftsman, but are an exceptionally handy fastening for general use; they offer countless suggestions in the practical work and decoration of the home and office.

"Solidhed" Thumb Tacks have taught many new uses, to the consequent benefit of the dealer. Attractively displayed; sell at sight. HAWKES-JACKSON CO. MAKERS, N.Y.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Salesman Wanted.

WANTED—Hardware salesman who visits retail Hardware trade throughout the States, to sell a line of specialties on commission. Address, Crescent Mfg. Co., Fremont, Ohio.

SALESMAN Wanted,—High class men calling on Hardware, Plumbing, Sporting Goods or Automobile Dealers to sell our new patented sheet metal hand punch. Can be carried in the pocket. Sells on sight. You can easily make $5-$10 per day. Call any day. Rogers & Co. 147 W. 23rd. St., N. Y.

Situation Wanted.

A YOUNG man of exceptional ability and energy, with past hardware experience, now filling responsible position with large manufacturing concern, desires to re-enter the hardware business to make it a life work. Could take entire charge of accounting and correspondence. Address "Gem," care HARDWARE PUBLISHING CO., 309 Broadway, New York City.

SITUATION WANTED—An honest and sober man of fifteen years experience in retail and wholesale Hardware, vehicles and implements, wants position with good concern. Will travel Virginia, North Carolina and part of Georgia if need be. References—banks of South Boston, Va., Watkins-Cottrell Co., Richmond, Va., Supplee Hardware Co., Philadelphia, Pa. Can give more if required. Address "Pen" care of HARDWARE.

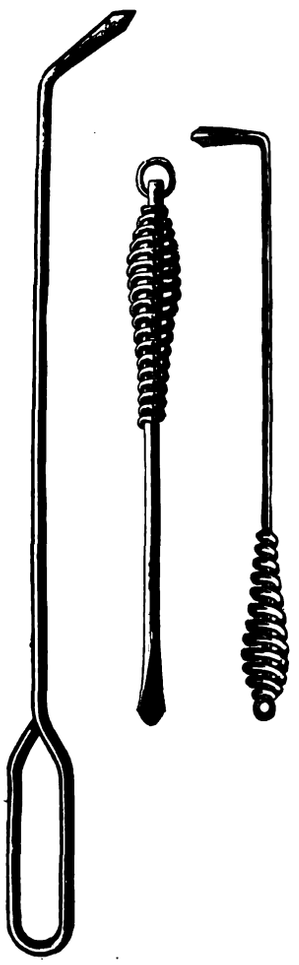
Wanted.

WANTED:—Strictly first class Hardware man, young man preferred, to invest Fifteen to Twenty Thousand Dollars, and to take active management of a wholesale and retail hardware house, doing a profitable business in the State of Missouri. None but a first class man meaning business need apply. Address "X" care THE HARDWARE PUB. CO.

BOARDMAN'S
SPOONS, FORKS ETC
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.

Alaska Pokers

Like racehorses, are judged by past performances.



Old-time customers consider them a "sure thing" as sellers.

A trial order will convince you.

TROY NICKEL WORKS
ALBANY, N. Y.

WANTED:—Young man, handy in hardware and tin business, one who understands repairing roofing and spouting. Address M. J. Aylor, Nunda, N, Y.

PROPOSALS.

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 1, 1905.—Sealed proposals will be received at this office until 2 p. m. on the dates named below, to furnish during the fiscal year beginning July 1, 1905, the following classes of supplies, viz: Monday March 20, 1905: Dry Colors, Rubber Goods, Engravers' Supplies, Textiles; Tuesday, March 21 1905: Hardware, Oils, Dextrine, Grocers' Sundries; Monday, April 10, 1905: Paper, Binders' Supplies, Plumbers' Supplies, Chemicals; Tuesday, April 11, 1905: Electrical Supplies, Printers' Inking Rollers, Paper Boxes, Lumber. Awards will be made only to established manufacturers of, or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms with specifications for proposals and further information desired, will be furnished intending bidders on application to Wm. M. Meredith, Director of Bureau.

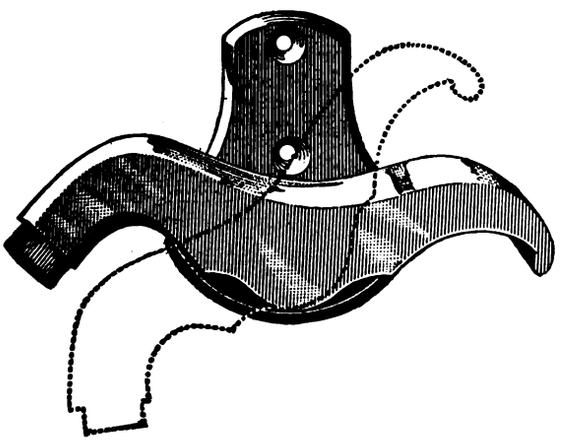
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Simplicity
Durability
Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,

Rochester, N. Y.

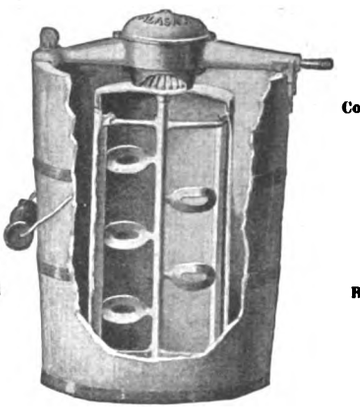
WARM UP YOUR TRADE ON FREEZERS—STOCK UP WITH

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Display it—show its good points—the sale is made. Every pleased customer is a living advertisement for you.

Easiest

Coldest



Quickest

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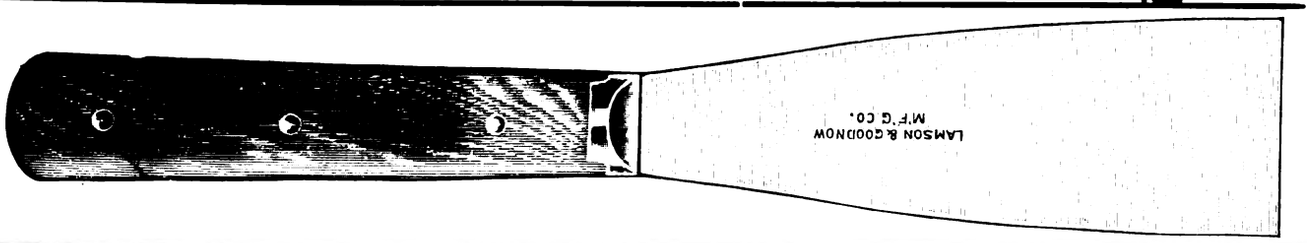
Scores of duplicate orders received are the best recommendation for you to give it a trial.

***The* Alaska Freezer Co.**

WINCHENDON, MASS.

Capture the Paint Trade

With Lamson & Goodnow Putty Knives.

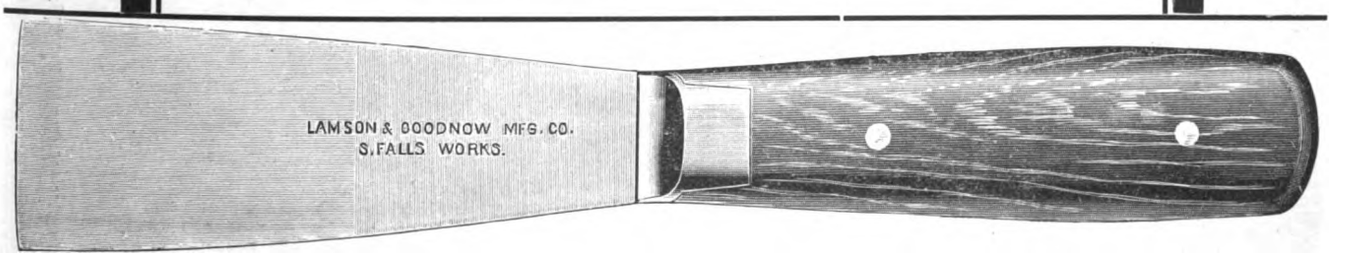


¶It is common talk among hardwaremen that L. & G. Putty Knives are Leaders—being more solid, substantial and serviceable than other makes.

¶Our best testimonial is that thousands of painters use no other kind.

¶Don't stock up on Putty Knives till you have OUR prices.

¶Write us at once—mention HARDWARE.



Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass., U. S. A.

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No Advertisement

which we could write, unless we should use several pages of this publication, would suffice to acquaint you with the many articles in each of our several lines which should demand your attention at this season. Even should we attempt to list them here, they would necessarily have to be condensed, and the points of excellence which we are anxious to impress upon you could not be well brought out. ¶ We have prepared several pieces of printed matter as follows,

Bulletin No. 10, Garden Trowels and Weeding Hooks
Bulletin No. 20, Carpet and Dust Beaters
Bulletin No. 30, Ice Tools and Ice Tongs
Bulletin No. 40, Wrought Iron Goods, Umbrella Stands, etc.
Bulletin No. 50, New Superior Wall Coffee Mill
Bulletin No. 60, Coat, Garment and Trouser Hangers
Folder "Dollars for Dealers," Carpet and Dust Beater Assortment
Folder "Successful Dealers," Classified list of line
Booklet "Pleases and Pays," comprising Monday and Tuesday line
Folder "The Triplets," three new 10c specialties

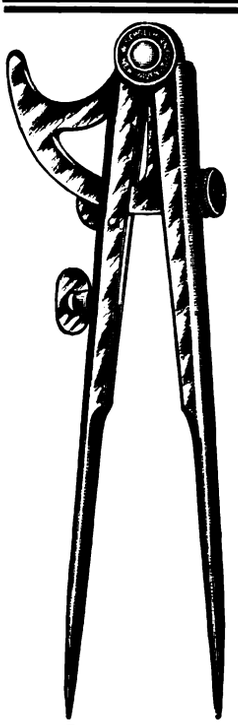
1905 Complete General Catalogue with Price List

¶ A postal card will bring you our new catalogue and if you will mention what particular line or lines in which you are most interested, we will enclose such special printed matter as we may have applying thereto.

¶ Simply address,

W. H. GLENNY & CO.,
Specialty Mfg. Dept. ROCHESTER, N.Y., U.S.A.

The Best Point



in a "Spring Divider" of any kind is the perfection of its points. Among adjustment devices for mechanics and draftsmen our

"Excelsior"
Spring Divider

leaves nothing to be desired on this score.

Its points are made of Stubb's Steel Wire, tempered and inserted two inches into each leg.

Nickel plated.

Excellent Seller

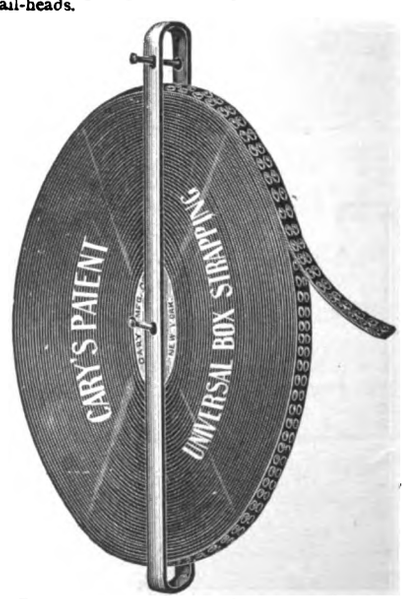
We want you to have a copy of our catalogue and prices. Shall we send them?

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.

Manufacturers of
Bernard's Patent Pliers, Nippers, Punches and Tools.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5.50.....10&5%
38 C. F., $7.00.....10&5%
22 cal., Rim, $1.50.....10&5%
32 cal, Rim, $2.75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge.....20%
Climax, Union, League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list)...20%
Expert, Metal Lined, and Pigeon, 10, 12, 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25-lb bag..... 1.90
Chilled, 25-lb bag..... 1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	⅌ doz.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Belt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ⅌ lb, net.....7¼@8c
Peter Wright's.....10½c
Trenton.....9to10½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits.....
Car "....."
Machine Bits.....
} 40@40 & 5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 52...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....66⅔&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonner's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3.25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond ⅌ doz. $1.25...40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles.

Awls—

	Per Gro.
Handled Brad	$2.75@$3.00
Handled Scratch	$3.50@$4.00
Patent Peg	31@34c.
Sewing, Com.	85c@$1 00
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch ⅌ doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to9.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's:
Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓%
Boys Axes.....33⅓&5.
D. Simmons & Co.:
Broad.....
Shingling and Claw.....
Lath, Hunters', etc.....
Picks and Mattocks.....
} 50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case).....15 ea.
3 " " " ".....25 "
10 " firkins (6 in case).....$1.20 "
25 " .....2.75 "
50 " kegs.....5.00 "
100 " .....9 00 "
200 " ½ bbls.....
375 400 lb " .....
} .08½lb

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....25@30%
Tinned, each, $10.50.....25@30%

Bells—

HAND—

Hand Bells, Polished Brass.60@60&10%
Pure Bell Metal.....60%
Silver Chime.....33⅓@35%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....55%
New Departure.....45@50%

COW—

Common Wrought.....75@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....30%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10@70
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched....45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Stapie.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11¼c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....45%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..⅌ dos. $3.00.....33⅓%
Excelsior ⅌ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Harts' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vitae Sheaves.....30%
Bone Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell, Novelty Block.....50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....33@30&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list.. 50&10%@50&10&5%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ⅜x6 and Smaller.....75&2½&5
Larger and Longer.....70%
Phila. Eagle, $3.00 list May 24, '99 80&10%
Bolt Ends, list Feb. 14, '95.....70&5%
Bolt Ends with C & T Nuts.....65&10%
Machine, ⅜ x 4 and smaller.....75&5%
Machine, Larger and Longer.....70&5%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½&5
Bay State, Fluted.....72½&5
Eagle Phila.....82½&5
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND PLOW—

Plow.....70&10@70&10&5%
Stove.....80%@80&10%

MISCELLANEOUS—

Sink.....80%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....20@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 6.....33⅓&10%
No. 10.....16⅔&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's, in case lots:
"Universal,".....30&10&10&10
Standard Metal Strap Co's:
Eclipse..... 20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'..... 60&5%
Barbers' Ratchet..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114½.....50&10%
No. 208½@214½.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's 60%

Brackets—
Brackets, Griffin Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in Broken Cases.....80&10%

Bracket Saw Frames—
Millers Falls Co..... .35&10%

Bracket Sets—
Millers Falls Co. .....33⅓&10

Bright Wire Goods—
Standard. List, June 24, 1903.
90&10&10@90&10&10% &5%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net, per do $1.5
Sargent's 80%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White..... 30%
Plumbs 33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co..... 25&10%

Butter and Cheese Triers—
Ordinary Black Handle 35%
Humason & Beckley's..... .....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96.....30%
CAST IRON—
Fast Joint, Broad.....40&10@50%
Fast Joint, Narrow..... 40&10@50%
Loose Joint .....70&5@7½%
Loose Joint, Japanned..... 70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70&5@75%
Parliament Butts.....70&5@75%
WROUGHT STEEL—
Table and Back Flaps.....75%
Narrow and Broad.....75%
Inside Blind 75%
Loose Pin..... 75%
Loose Pin, Ball and Steeple Tip..... 85%
Japanned, Ball Tip Butts ..70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%
} Extra 10&10&10%

Calipers—
Bemis & Call;
Wing 60%
Double 65%
Inside and outside..... .....65%
Straight Leg 65%
Call's Pattern Inside 5%

Can Openers—
American..... ₩ gross, $1.75@$2.00
Goodell's Acme..... ₩ gross, 6.00
Hopper's ..... ₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix ..... 4 %
Sardine Scissors .....75&10%
Sardine Scissors, Forged Steel.. ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50. .....75&10%
Universal, ₩ doz., $2.00.....50%

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel..... 75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck .....70&10%
Standard, Ball Bearing..... .45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's..... 70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American" .....40@40&10%
"Niagara" .....45@50&5%
"Eureka" .....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.20
½	3.20
9-16	3.15
⅝	3 10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co., Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain ....
Covert Mfg. Co., Stallion Chain..
} 40% & 2%
Galvanized Pump Chain, per pound. 5@5¼c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60&10& 0%
Oneida Wire Dog Chains.....45@50&5%
Trace, Wagon and Fancy Chains:
New List..... .....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%
COW TIES—
American ....45@50%
Niagara .....45&5@50&10&5%
Covert Mfg. Co.:
Cotton .....45%&2%
Hemp.....45%&2%
Jute .....50&5%
Sisal..... .....35&5%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ dos., $6.00.....20%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz.....80c
Socket .....₩ doz., $1.75@$3.00

Carpet Sweepers— ₩ doz.

Bissell's:	
Cyco Bearing "Parlor Queen"	$30 00
Cyco Bearing "Elite"	29.00
Cyco Bearing "Boudoir".....	27.00
Cyco Bearing "American Queen".....	27 00
Cyco Bearing "Ideal".....	25 00
Cyco Bearing "Gold Medal"...	24.00
Cyco Bearing "Premier".....	24.00
Cyco Bearing "Superior".....	24 00
Cyco Bearing "Prize"	24 00
Cyco Bearing "Welcome".....	24.00
Cyco Bearing "Grand Rapids," nickel	24 00
Cyco Bearing "Grand Rapids," Japan.....	22.00
"Standard," nickel	22.00
"Standard," Japan	20.00
Cyco Bearing "Crown Jewel," nickel	21 00
"Crown Jewel," Japan	19 00
Cyco Bearing "Crystal.".....	36 00
Cyco Bearing "Grand," length of case 17 inches.....	36 00
Cyco Bearing "Club," length of case 94 inches.....	54.00
Cyco Bearing "Hall," length of case 98 inches	60.00
Cyco Bearing "Junior," nickel, length of case 12½ inches	22.00
"Junior," Japan, length of case 12½ inches	20.00
"Misses".....	9.00

National Sweeper Co., Marion, Ind.

Marion Roller Bearing Regular finishes, full Nickel.....	$24 00
National Queen, Roller Bearing, Fancy Veneers, Full Nickel	27 00
Monarch, Roller Bearing, Nickel	28 00
Monarch, Roller Bearing, Japanned.....	20 00
Marion Queen, Roller Bearing, Regular Finishes, full Nickel,	24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel....	32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel.....	36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned.....	33 00
Perpetual, Regular Bearings, Nickel	20 00
Perpetual, Regular Bearings...	18.00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	₩ doz.	₩ gro.
No. 12, Wire, Tinned ...	$0.85	$9.50
No. 11, Wire, Coppered...	1.10	12.00
No. 11, Wire, Tinned....	1.20	13.50
No. 10, Wire, Galvanized..	1.50	18.00

Cherry Stoners—
Enterprise..... .....25@30%
Goodell's Family.....net ₩ dos. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes ... .70&10@75%
L. & I. J. White..... ...30@30&5%
C. E. Jennings & Co, No. 70.. 16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels ....40&10%
Tanged Gouges ... . 30&10%
Tanged Firmers' .... 40%&10%
Tanged Gouges..... ... .40%
L. & I. J. White, ... 25&5%
COLD CHISELS—
Good quality, ₩ lb.....13@16c
Snell's Best C. S.....50&10%
Cronk's..... .....50%

Cleaners, Sidewalk— ₩ doz

Challenge Shank $3.25	
Star Shank	3.25
Star Socket.....	4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Bell Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—
Box and Side.....50&10@60%
Enterprise Mfg. Co.. .....25@30
Lane Bro's Co 30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses. ... .50%
Dividers 65%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal"..... ...25&10%
Stevens' "Leader"... .....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets 20%
Cold Chisels.....20&5%
Punches.....15%
Vises 15%
Inshaves.....20%
Barton's .... 20@20&5%
L. & I. J. White..... .....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co .....33⅓&5%
Humason & Beckley Mfg. Co.. 50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's .....net
Wadsworth's..... .....net $1.50

Countersinks—
Mayhew's Diamond..... 40@45%
Smith's..... .....25%
Snell's 40%
Wheeler's Patent..... 50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List 30%
Dixons: ₩ gro.
Eclipse .....7 in. $3.75 9 in. $4.25
Emerald 3.00
Oriole 3.00
Rainbow..... 3.12
Solid..... 7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's 40%
The Metal Stamping Co..... 40%
Southington Cutlery Co.'s .....35&10%

Cutlery—
Fosters, Pocket..... .....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass 40%
Embossed Gilt.....30&10%
Leather 40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's 40%
Columbia.....50&10%
Eclipse ....60&10%
Home..... ... .50&10
Pullman's Screen.....₩ dos. net $6.50

Door Holders—
Empire 30%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect..... 20%
Pullman, Coil 30%
Star (Coil), list Oct. '95 .....30%
Torrey's Rod, 39 in. ₩ doz., net...$1 25
" " 48 in. " " ... 1 50
Victor, Coil..... .....50&10&10%
Chicago Coil Springs ..... 40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—
Iwan's Adjustable 35%
Iwan's Stationary..... .....45%

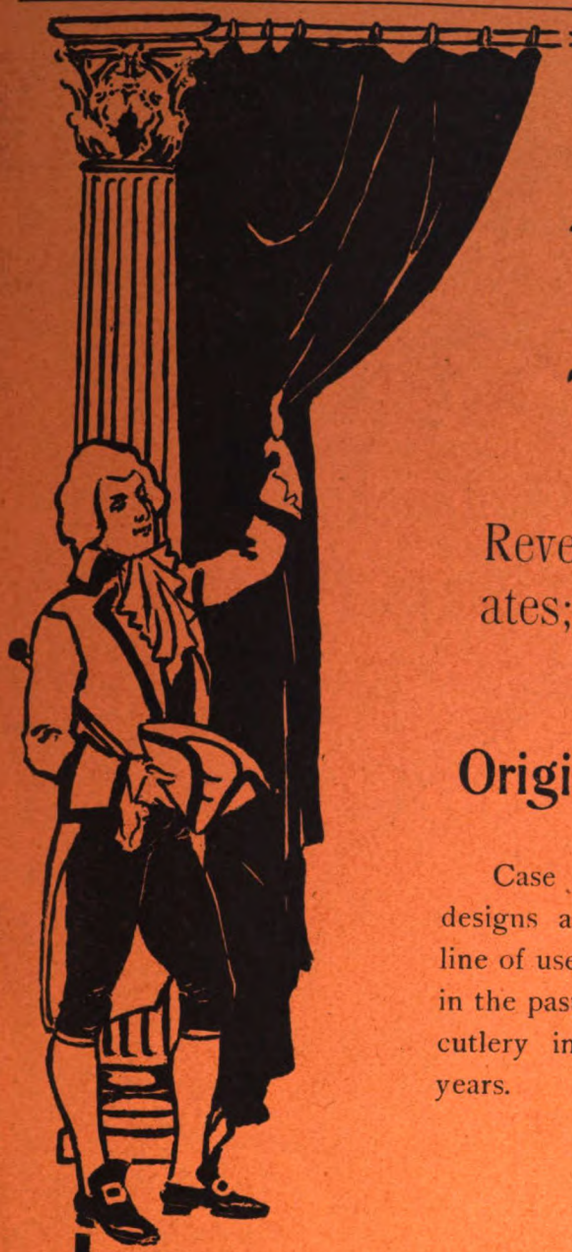
Drawer Pulls—
Drawer Pulls, Griffin Mfg. Co., list..... ... . 75&10%
Sargent's List..... 60

Drawing Knives—
Standard Makes.....70&10@75%
Adjustable Handle..... 25@25&10%
Bradley's ..... 40&5%
Jennings & Griffin..... 60&2%
Watrous ..... 16⅔&10%
L. & I. J. White ..... 30@30&5%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'..... 60%
Breast, Goodell's..... 25@30%
Breast, Millers Falls, each $3.00.15&10%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench..... 30&10%
Hand, Goodell's..... 25@30%
Whitney's Hand Drill, No. 1, $10.00
Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—
See Augers and Bits.

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A Look Behind The Scenes



Reveals that man creates; monkeys imitate

Originality Is Growth

Case Brothers Cutlery Company's designs and improvements along the line of usefulness to the user of cutlery in the past seven years, outdo all other cutlery improvements in twenty-five years.

Our method of right-handed jack knives, so simple and so naturally right, makes a man smile at the stupidity of habit that binds most people so persistently to the past.

Our knives are made without division scale, leaving them clean and free from all lint and small particles from the pocket.

All Blades Double Strength At the Tangs

Our original design, as here illustrated, is widely copied by monkey-faced competitors, who cannot think for themselves, and to whom inspiration is only a word. These things, coupled with honesty of hand forging from the highest grade material, places Case Bros. in a class by themselves as manufacturers of cutlery.

We sell to the retail trade only, and always under our own brand.
Tested XX is on the back of all our pocket knife and razor tangs.

Mention HARDWARE when writing.

CASE BROS. CUTLERY CO., LITTLE VALLEY N. Y.

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LISK'S

PATENT

ANTI-RUSTING TIN WARE

Guaranteed Rust Proof



The Best for the HOME and FARM

3000 Varieties 30000 Agencies

Gold Medal at St. Louis

THE LISK MFG. CO., Limited

CANANDAIGUA, N. Y.

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THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



A $250.00 Cash Register for
$125.00
HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store.

THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.
Columbus, Ohio.



NEW
PUTNAM
Horseshoe Nails.

IN view of the fact that there is room at the top, and a good demand for a high class Horseshoe Nail, we wish to bring it to the attention of the trade that we are making but *one grade* of Horseshoe Nail (**THE NEW PUTNAM,**) which is first-class in every respect, and superior to any that have ever been previously offered, and that we are, therefore, *maintaining prices*, and that our machines make no seconds or inferior nails with which to flood the market and create unsatisfactory and unprofitable conditions; nor have we an overstock to dump to add to the demoralization.

In this relation, it should be borne in mind that the difference in price between our nails, and that of the very cheapest now sold, amounts to only 1½c. *per horse.*

PUTNAM NAIL CO.,
No. 50 Congress St., Boston, Mass.

Colt's Clamps



EVER hear of Colt's Clamps—Colt's Quick Acting, Self Locking, Eccentric Lever and Adjustable Screw Clamps?

If you haven't—write us at once. We have for you

A Special Offer To Handle Colt's Clamps

good until April 1st, 1905.

We have, and are still spending thousands of dollars in advertising to the consumer to help you sell them.

Write for particulars to

Batavia Clamp Co.
41 Centre St., Batavia, N. Y.

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Egg Beaters—

Holt-Lyon Co :	₩dos.	₩gro.
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned,	6 Dos. $6.60.	1.15 13.00
No. 1, Tinned,	1.40	16.80
No. B, Japanned, Hotel Size	1.85	22.00
No. 6, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

Taplin Mfg. Co.:	₩gro.
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	$6.50
No. 100 Improved Dover	$7.00
No. 102 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No. 159 Imp'd Dover Hotel T'd	$17.00
No. 200 Imp'd Dover Tumbler	$8.50
No. 202 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ₩ dos.	2. 0

Escutcheons—

Wood 25%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"	$3.00
Popes	3.00
Wilkinson's	$3.00 net
Westerholm's	$3.25

Faucets—

Frary's Iron Petroleum ..... 70@70&10%
John Sommer's "Peerless," Tin Key 40%
John Sommer's "Boss," Tin Key ... 50%
John Sommer's "Victor," Metal Key ..... 50&10%
John Sommer's "Duplex," Metal Key 60%
John Sommer's "I. X. L.," Cork Lined 30%
John Sommer's "Reliable," Cork Lined ..... 50&10%
John Sommer's "O. K.," Cork Lined 50%
John Sommer's "Chicago," Cork Lined 60%
John Sommer's "Perfection," Cedar. 40%
John Sommer's "No Brand," Cedar. 50%

SELF MEASURING—

Enterprise ₩ doz. $36.00 ..... 40&10%
Lanes ..... $40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American ..... 75&5%
Arcade ..... 75&5%
J. Barton Smith ..... 75&5%
Disston's 75%
Disston's Superfine 50%
Eagle 75%
Great Western ..... 75&5%
Kearney & Foot ..... 75&5%
Mc Clellan ..... 75&5%
Nicholson ..... 75&5%
Nicholson's X. F. Files ..... 70&10%
Royal ..... 80@80&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn 50%
Fulper's Natural Stone ... $3.50@$13.50
Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list ... 60@60&10%
Kirby & Limerick, low list (50c base). 10%

Fishing Tackle.

Bishops :

Level Winding Jeweled Reel, ₩ dos.	$78.00
Level Winding Steel Pivot Reel ₩ dos.	$66.00
Auto Even Spooler ..... ₩ doz.	30.00
Gun Cleaner ..... ₩ dos.	4.20
Lightening Fish Scaler .. ₩ dos.	3.00
Fish Hook Shield ..... ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:
Great American ..... 60&30%

Fruit, Wine and Jelly Presses.

Enterprise ..... 90@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel 50%
Clapboard ..... 25&10%
Disstons' Mortise 70%
Marking, Mortise, etc.. 50&10@50&10&10%
Stanley's ..... 20@20&10&10%
Starrett's Surface, Center and Scratch ..... 25&10%
Wire, Morse's 25%
Wire, P. S. & W., low list ... 30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr. .$4.00@$4.25
Double Cut ..... 40&10@50%
Metal Head ..... 50&10%
Wood Head 50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid ..... 25&25&10%
Mystic 40%
Martins ..... 40&10%

Glue Pots—

Enameled 40%
Tinned 35%

Graters—

Enterprise ..... 25@60%

Graphite, Lubricating.

Dixon's Pure Flake

632– 1 lb. cans,	20 cts. ea.
633– 5 " screw top tin cans,	85 cts. ea.
634– 10 " " "	$1.60 "
644– 25 " boxes,	15 cts. lb.
645– 50 " "	14½ cts. lb
646–100 " kegs,	14 cts. lb.
647–350 " barrels,	12 cts. lb.

Grindstone Fixtures—

Cronk's 50%
Forest City ..... 30@30&10%
Sargent's Patent ..... 60&10&10%
Stowells Extra Heavy ..... 50&10&10%
Stowells Light ..... 60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ..... ₩ doz. $6.50

Halters—

Covert Mfg. Co:
Jute Rope Halters ..... 50&5%
Sisal Rope ..... 35&5%
Web Halters 45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3. $1.25, $1.50&$1.75 ..... 40&10@40&10&10%
Maydole's ..... 33⅓&5@40&10%
Sargent's New List 40%
Fayette R. Plumb:
Plumb, A. E. Nail ..... 33⅓&7½%
Engineers' and B. S. Hand, 50&12½%
Quaker City Hammers ..... 40&5%
Riveting and Tinners' ..... 40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb ..... 80&10@85%
3 to 5 lb 40c lb ..... 80&10@85%
Over 5 lb 30c lb 85%
Wilkinson's Smiths ..... 9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:
Jute ..... 40&5%
Sisal 30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's ..... ₩ dos., $15.00

Handles—

WOOD—

Auger, assorted ..... ₩ gr. $2.75@3.00
Auger, large ..... ₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1 ..... 60&10%
No. 2 to 32½ 40%
Axe, Pick, etc ..... 50 &10@60%
Bliss Mfg. Co.

Chisel, Brad Awl, File, Auger, Soldering Iron ..... 25@33⅓

Brad Awl ..... ₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ dos., net 1.50
File, assorted ..... ₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr. $2.25@2.75
Hammer, Hatchet, ... 50%
Hoe, Rake and Fork ..... 45@50%
Rollis Hdw. Co. Hafts $9.00 ... 40 & 10%
"Simplicity" File Handles, ₩ gr. $ .90@1.50
Saw and Plane ..... 40&10@50%
Shovel and Spade, Wood D. Handle, 40%
Shovel and Spade, Long Handles 40&5@50%

CROSS-CUT SAW HANDLES—

Atkins ..... 40&5%
Champion ..... 45@45&10%
Disston's 50%

Hangers, Barn Door—

Old Pattern ..... 60&10%
New England ..... 66⅔@70%
Chicago Spring Butt Co.:
Fraction 25%
Oscillating 25%
Big Twin 25%
Lane's Covered ..... 50&10&10%
Lane's Hinge Pattern .. net $7.20 ₩ doz.
Lane's :
Standard ..... 50&10&10&5
Special ..... 50&10&10&5
Track for same ..... ₩ 100 ft. net, $3.75
Cronk's:
Nos. 1, 1½, 2 & 3 ..... 60&10%
Nos. 11, 13 ..... 70%
Nos. 21, 21½, 22 ..... 60%
Nos. 32, 50 ..... 60&20%
No. 44 ..... 60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs ..... 60&10%
Myers' Stay-on ..... 50&10%
Wilcox's New Century ..... 50&10&10%

Hangers, Garment.

Pullman's ..... ₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's :
Standard ..... net, $3.3
Ball Bearing 4.15
New Model 3.85
New Champion 2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B438, 40 drawers, no partitions, run. ft., $3.60; net each $30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each 36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each 54 28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each 15.40
No. 1702, open base with center shelf, run. ft., $2.25; net each 18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each 22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft.. $2.71; net each 22.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each 25.84
No. 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each, 30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's 50%
McKinney's "Perfect," $1.10 ₩ dos. 50%
Wrought ..... 90@90&10%
Wrought, Stanley 80%
Wrought, Griffin 80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7.00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.02
Double Rail Steel Track, complete with clamps ..... ₩ ft.	.30
Single Rail Steel Track complete with clamps ..... ₩ ft.	.20
D. H. Fork, Steel Regular	each, 1.60
Nellis Fork	each, 2.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.80
Walker Fork, each	2.00
Common 6 in. Wood Sheave Pulley, Fig. 433 ..... ₩ dos.	3.80
Faultless Steel Frame K. P. Pulley, Fig. 435 ..... ₩ dos.	4.00
Faultless Steel Frame 6 in. Plain Pulley, Fig 435 ..... ₩ dos.	3.50
Malleable Frame K. P. Pulleys, Fig. 676 ..... ₩ dos.	4.00
Reed Wood Frame Pulley with Hook, Fig. 434 ..... ₩ dos.	4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ dos	3.80
Floor Pulley, Wood Sheave, Fig. 436 ..... ₩ dos.	4.50
Hanging Hooks for Double Steel Track ..... ₩ dos.	1.40
Hanging Hooks for Single Steel Track ..... ₩ dos.	1.40
Hanging Hooks for Wood Track, 10 in. ..... ₩ dos.	1.00
Hanging Hooks for Wood Track, 16 in. ..... ₩ dos.	1.30
Floor Hooks ¾ in. ..... ₩ dos.	1.40
Malleable Rafter Brackets, ₩ dos.	.70
Wrought Rafter Brackets ₩ dos	.70
Rope Hitch ..... ₩ dos.	2 00

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point 40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net $9.00
Iwan's Hay, Imp. Serrated ₩ doz. net $10.00
Kohlers, Hay, Sickle edge per doz. net $10
Auburn Straw ..... 40&10%
Weymouth, Pat. ..... 65&5%
Wadsworth's ..... 40&5%

Hedge Trimmers—

Wadsworths:
No. 1, per doz. net $8.00
No. 2, " " 6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, { 6 to 12 in., ₩ lb. 5½c. / 14 to 20 in., ₩ lb. 5c. / 22 to 36 in., ₩ lb. 5½c.

STRAP AND T HINGES.

New List, Dec. 28, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated HeavyStrap	70&5%
Corrugated Ex. Heavy T	70&10%

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	40%
Bommer B. B. Floor Hinges	40%
Bardsley's Patent Checking	10%
Chicago Spring Butt Co.:	
Chicago Spring Butts	35%
Triple End Spring Butts	35%
Chicago Ball Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3.	50&10@60&10%
N. E., ₩ dos. $7.80	35%
N. E., Reversible, ₩ dos. $8.60	35%
N. Y. State, ₩ dos. $4.90	25%
Western, ₩ dos. $4.20	25%

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 5, 11, 12	75%
W. H. Co.'s No. 2 Mortise Gravity	25%
Stanley's Steel Gravity Blind Hinges with Screws, $1.80 ₩ dos. sets	20&10%

Hitching Cords—

Covert Mfg. Co	40&25
" "	
Hitchers Stall	30%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

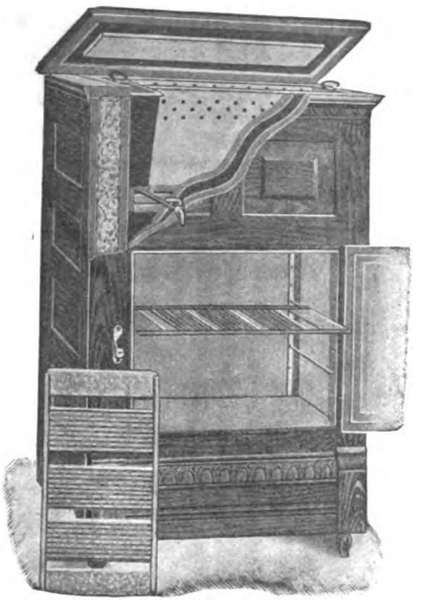
ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.	
Agate Nickel-Steel Ware	50&20%
Pearl Agate Ware	50&10%
Blue and White Ware	60&10%
All White Ware	60&10%

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THE ONLY CLEANABLE REFRIGERATOR

SEE HOW IT'S MADE ?



THE "GURNEY"

The "Gurney" can be kept absolutely pure and clean because of its Removable Galvanized Ice Compartment.

The "Gurney" is packed with MINERAL WOOL and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" is leader in style and finish, and first class in every particular.

MADE WITH ZINC OR ENAMEL LINING

COLD FACTS

THAT MAKE WARM TRADE

A Refrigerator is no longer considered a luxury but a necessity.

A good Refrigerator is a source of economy, a poor one an extravagance.

The best is the cheapest; you can't afford to sell a poor Refrigerator.

A poor Refrigerator consumes ice but does not refrigerate.

A poor Refrigerator is a delusion and a snare with nothing to recommend it but price.

The price is soon forgotten, the quality never.

A poor Refrigerator cheats both the dealer and his customer.

A low priced piece of furniture may answer the purpose for which it was made as well as more costly.

This is not true of Refrigerators.

In buying a Refrigerator the first cost is not the last cost.

A Refrigerator to be satisfactory must be so constructed as to be economical in the use of ice and in the preservation of food.

A profitable and satisfactory refrigerator trade can be built up only by handling high grade honest goods.

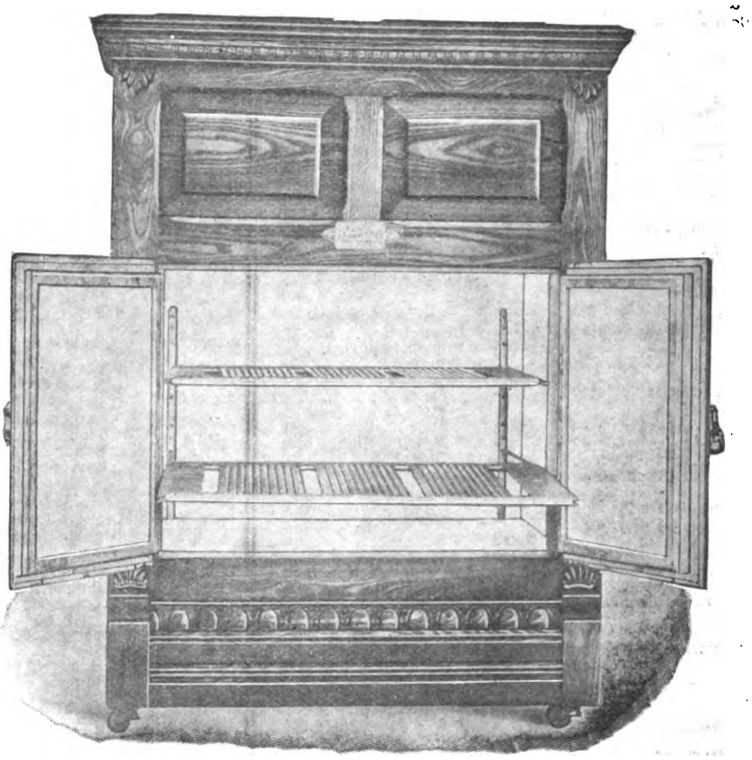
The "Gurney" is the best.

The La Belle is the highest grade refrigerator of its class.

The Gurney Patent Chinaline Refrigerator is the height of refrigerator perfection.

The Gurney Refrigerator Co. leads the world in the manufacture of Refrigerators because the "Gurney is the Best."

The Gurney is sold on the exclusive agency plan. One dealer every town.



CATALOGUES MAILED ON APPLICATION

THE GURNEY REFRIGERATOR CO., FOND DU LAC, WIS., U.S.A.

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....55@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs. net $3.75@3.00

WHITE ENAMELED WARE—
Muslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40&5%
William Rogers Mfg. Co.....40&10%

Hooks—

BUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..50&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's..... 70%
Harness, Sargent's list..... 50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... ..... ₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Hunneson & Beckley, New List..55&10%

WIRE—
Atlas, New List, Single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Bolt.....60&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grease, Wadsworth's 60%
Gronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		23c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40% @40&5
	Nos.	6	7	8	9	10	
Ausable		23c	23c	23c	24c	23c	50&10%
C. B. K		23c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		23c	23c	23c	24c	23c	40&10@50%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		23c	23c	23c	24c	23c	40&10@50%
Lyre, all sizes							9½c net
Maud S		23c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb							13c.
Northwestern		23c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓%
New Putnam		19c	18c	17c	16c	16c	10&10%
Vulcan		23c	21c	20c	19c	18c	25&10%
Western							8½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....50&5%
Sisal... .....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"... .....60&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable..... ..... 50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....60&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... .....net
Gem Ice Shave... .....net
Sargent's Ice Awls.....55%
Snell's 50%
Star..... .....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 35. ₩ doz. $6.00..35@30%
No. 84. ₩ doz. 15.00..35@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....30%
Butcher Knives.....25%
Shoe Knives..... 25%
Cronk's Chopping..... ..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c..... .....30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per dos.
Solid Stone Carving Knife Hones .....$2 50 per doz.
Quick Edge Pocket Knife Hones.....$3.00 per dos.
Mounted Kitchen Sandstone..... $1.50 per dos.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr. ..... $1.15@1.25
Door Mineral..... ... . 65@70c
Door Por. Jap'd..... 70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ dos.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., K., T.....70&10%
Style A. (all steel).....60&10%
Style E., Low Wheel.....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list.....40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel.....75%
Pennsylvania.....60&10%

Lawn Sprinklers—
Enterprise ....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ dos.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy..... ....net, per dozen$7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ....$35.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp..... .....45%&2%
Jute .. ..50&5%
Sisal..... 35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .....5¾@6c
Block Tin Pipe.....35@37½%
Lead Pipe, full lengths..... .....5to5¼
Lead Pipe, Tin Lined.... .....12½c
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Bayer Bros. ₩ dos. 8-in. $1.00; 10-in. $1.40..... ..... 20%
Boschkies, Straight Flush, ₩ doz. $2.60
Little Giant..... 50@50&5%
Porc. Lined, Iron..... ₩ dos. $1.75
Porc. Lined, Wood..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 .....40%
12 in. $27.00..... .....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.20	$2.00	$1 65
75 feet	1.80	1.70	1.50

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co.....40%
Reading Haidware Co.....45&20%
Sargent & Co..... ...40&10%

CABINET—
Eagle Lock Co..... . ...33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ dos., $9.00.....40%
Ames Sword Co 40%
Brown's Brass.....25%
Brown's Chain.....25%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... ... .90%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....25&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters .....
Tinners..... } 33⅓
Box..... }
Carvers.....

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—

American						.30%
Nos...	1	2	3	4	B	5
Each..	$5	$7	$10	$35	$50	$60
Dixon's					₩ dos.	30&10@40%
Nos.....	1	2	3	4		
	$14	$17	$19	$30		
Enterprise						.25@25&7½%
Nos....	5	10	12	20	22	32
Each...	$2	$3	$2.75	$6	$4.50	$6
Little Giant						.33⅓@40
Nos...	305	310	312	320	322	
	$35	$48	$44	$72	$68	
Woodruff's, ₩ doz						.30&10@40%
Nos.....			100		150	
			$15		$18	
Beef Shavers (Enterprise)						.25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender..... .....18c
Kosmic..... .....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b. New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ dos. $4 00,40
Sargent's.....60@60&10

Mitre Boxes—
C. E. Jennings & Co.....25&10%
Seavey's, ₩ dos. $30 .....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899..... 90,90&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list....60&10%
Porcelain Head, Sargent's list.....60%

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ....₩ dos. net $7.50
Black Hawk, ₩ doz. $9.00
Cyclops.....40&10&10%
Cronk's .....₩ dos. net $12.00
Eureka, No. 74. ..... dos. net $8.50
Eureka, No. 75... ..... dos. net 8.00
Giant, No. 1, ₩ dos. $18.00; No. 1½ $16.50; No. 2, $15.00 .....50&5%
Lightning. .....₩ doz. $18.00, 33⅓
Morris No 1, List $30 00. .....50%
National.....₩ dos. $4.00, 40%
Pelican.....₩ dos. $9.00, 40@40&10%
Rollis Hdw Co. No. 1 18.00.....50&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	9.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.25
Square.	4.00@4.25

Snell's:
Octagon .....₩ gr... $5.25
Corrugated 6.75
Knurled..... .... 6.75@7.50

Nippers—
Acme 50%
Smith's Cutting ... .50%
Todd's Cutting 50%
Nut Crackers— ₩ gro.
Acme, Japanned.....$30.00..40%
Acme, Nickel Plated..... 30.00..33%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$4.90
Hexagon, Plain 5.40
Square, C. T. & R..... 5.10
Hexagon, C. T. & R..... 5.60
Hot Pressed:
Mfrs. U S. or Nar. Gauge Stan'd.
Square, Blank. 5.40
Hexagon, Blank..... 5 60
Square Tapped..... 5.40
Hexagon, Tapped 5 60

Oils—
Linseed, City, Raw, in barrels, ₩ gal. 44c
Linseed, City, Boiled, in barrels. ₩ gal. 46c
Out of Town on Spot..... ₩ gal. 43c
Calcutta, Raw, in barrels... ₩ gal. 55c
Lard, Prime City ....₩ gal.....56@58c
Lard Extra, No. 1..... 45@49
Lard, No. 2..... 36@38

Oilers—
Brass and Copper, ...30&10
Tin or Steel.....60&10
Cushman & Denison's: ₩ dos.
Gem.....$ .80
Leader..... 80
Perfect Oilers..... 1.20
Star Pocket Oilers ..... .75
"Paragon," Brass .....45@50%
"Paragon," Zinc..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ....70@70&10%
Zinc and Tin..... .....65@65&10%
American Tube & Stamping Co., Spring Bottom Cans.....70@70&10%
Railroad Oilers, etc.,..... 60@60&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " .10 c " "
Queer Creek Axe .... 20 c " "
} 40%

OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ...60 c " "
Extra " ...50 c " "
No. 1 " ...40 c " "
No. 2 " ...30 c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... .....70 c " "
WashitaPenKnifePieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5¼ inch long....$2.80 " "
No 1 Hard Arkansas Stone 5¼ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5¼ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5¼ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips ..... $4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "
} 33⅓

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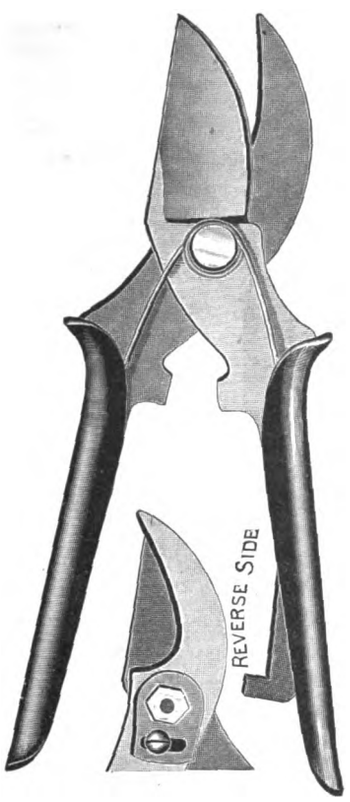


YES!

We make 'em--
Cronk's Oregon Pattern
Pruning Shears

They enjoy an enduring reputation for efficiency and durability among users everywhere.

Our line is large and it will pay you to investigate.



Hardware Specialties

Our complete line is fully described in our 1904 catalog.

You ought to have a copy—may we send one?

Cronk & Carrier Mfg. Co.

Elmira, N. Y., U. S. A.

HAUTHAWAY'S STAR HARNESS DRESSING

The BEST Dressing ever produced for new or old harnesses.

Contains no acid, alcohol, or anything injurious to the harness.

Put up in barrels, half barrels, 5 and 10 gallon cans, pint, quart, gallon and half gallon tins.

Packed securely 2 doz. in a case.

Warranted to keep in any climate.

For use by all manufacturers of Harness, Collars &c., and in Livery, Express and Private stables.

Sold by Harness and Saddlery Houses in all parts of the world.

Order direct of us, or of any New York Commission House.

C. L. HAUTHAWAY & SONS

Established in 1852

Sole Manufacturers,

346 CONGRESS STREET,

BOSTON, MASS., U. S. A.

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Files
Wasnita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones,..(20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan..... (10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" ..... 50&10&5%
Phoenix, Pure Sheet, Red..... 50&10%
Pure Packing "Excelsior" 50%
Extra 60%

MISCELLANEOUS— ₩ lb
American Packing ..... 8c@10c
Cotton Packing ..... 10c@25c
Italian Packing ..... 9½c@12c
Jute ..... 4½c@6c
Russian Packing ..... 8½c@11c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance ..... $ 4.00
Baldwin 4.00
Bonanza Improved ..... each 6.50
Daisy 4.00
Dandy ..... each 7.50
Eureka Improved ..... each 20.00
Family Bay State ..... ₩ doz. 15.00
Improved Bay State ..... ₩ doz. 36.00
Little Star ..... ₩ doz. 5.00
New Lightning ..... ₩ doz. 7.00
Reading, 7a ..... ₩ doz. 3.25
Reading, 78 ..... ₩ doz. 5.25
Rocking Table ..... ₩ doz. 5.20
Turntable, '96 ..... ₩ doz. 6.00
White Mountain ..... ₩ doz. 5.00
POTATO— ₩ dos.
Saratoga $7.00
White Mountain 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's ..... $3.17@8.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office ..... 1.87@7.50
Lumber 6.87
Colored Lumber 9.00
Black Artists 9.37
Colored ..... $4.38@7.50
Assortment Boxes ..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 23, 1899. ....70&10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.) 25&10@25&10&10%
Bench, First Quality ..... 40&10%
Bench, Second Quality ..... 50&10%
C. E. Jennings & Co ..... 50&10%
Molding ..... 33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron ..... 50&10%
Sargent's ..... 60@60&10
Standard Tool Co ..... 50@50&5%
Stanley Rule & Level Co.:
Bailey's ..... 25&10@25&10&10%
Miscellaneous ..... 25&10@25&10&10%
PLANE IRONS—
Buck Bros 30%
Butcher's ..... $5.00@5.25 to 6
C. E. Jennings & Co ..... 16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White ..... 20&5@25%

Pliers and Nippers—
Button ..... 70&10@75%
Ide & Carrier:
Pliers
No. 1 ..... 60&10%
" 20 ..... net, $9.00
" 40 ..... 75%
" 50 ..... 80%
" 65 ..... 40%
" 70 ..... 50%
" 80 ..... 40%
" 88 ..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting 35%

Plow Bolts—
See Bolts.

Plumb Bobs—
Keuffel & Esser Co 33⅓%

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 20%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels ..... 70&10@75%
Stanley's ..... 30&10@30&10&10%
Stanley's Duplex ..... 20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U.S. Metal Polish Paste, 8-oz. boxes, ₩ doz ..... $ .50
₩ gross 4.00
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S Liquid, 8-oz cans, ₩ doz 1.25
gross 12.0
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Bensine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each .. $0.65
Ladd's Black Beauty gro $10.00, ... 50%
Joseph Dixon's ..... ₩ gro. $5.75, 10%
Dixon's Plumbago ..... ₩ lb 8c
Fireside ..... ₩ gro. $2.50
Gem ..... ₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail ..... each 70c
Black Silk, ¼ lb box ..... ₩ doz $1.00
Black Silk, 5 oz box, ... ₩ doz $0.75
Black Silk, ½ pt. liq ..... ₩ doz $1.00

Poppers, Corn—
Square, ... ₩ doz. ₩ gro
1 qt ..... $ 9.00
1½ qt 11.00
2 qt 13.50

Post Hole Diggers— ₩ dos.
Disston's Samson Digger $34.00, 25%
Kohlers: per doz., net $12.00
Little Giant ..... " " 9.50
Hercules ..... " " 9.00
Invincible ..... " " 7.20
Pioneer ..... " " 13.00
Universal ..... " " 5.50
New Champion .... " " 7.50
Rival ..... " " 7.50
Ryan's ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved ..... 40&5%
Perfection ..... ₩ doz. net, $8.25
Split Handle ..... " " 7.50
Vaughan's, 4 to 9 in., ₩ doz. net... $6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle, ... net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand ..... ₩ doz. net $6 50
Atlas Pattern ..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks ..... 75&10&2½
Hop Hooks ..... 60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ... ₩ dos., $16.00, 25@25&10%
Disston's Pruning Hook, ₩ dos., $12.00, 25@25&10%
Smith's:
Pruning Shears ..... 6 & 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners 75%
E. S. Lee & Co.'s Pruning Tools 40%
P., S. & W. Co.'s Shears 40%
Waters' Tree Pruners ..... 75&10%

Pulleys—
Awning ..... 60@60&10%
Axle ..... 50&10@60%
Brass Screw ..... 45&10%
Ceiling ..... 50@10&60%
Clothes Line, Japanned 60%
Common Sense 60%
Dumb Waiter ..... 60@60&10%
Empire Sash Pulley 60%
Fox-all-steel 50%
"Grand Rapids" all steel 50%
Hay Fork, Swivel Eye, ₩ dos., 4-inch, $3.75; 6-inch, $5.00 ..... 55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 ..... 50&10%
Hay Fork, 5-inch, Solid, $5.70 ..... 50%
Hot House ..... 50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 ..... 40%
Side, Anti Friction 60%
Shade Rack 45%
Upright ..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades ..... 60@60&10%
Pitcher Spout, Best Grades ..... 75@60%
Power Pumps, Myers' 50%
Spray Pumps, Myers' ..... 50&10%
Spray Pumps, Kohler's.
Daisy, net per doz $7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 328, 3 in. Shallow Well Pump $13.00
No. 6, Fig. 326, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 561, 2 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 326, 3 in. Deep Well Pump 17.00
No. 56, Fig. 231, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 3½ in. Deep Well Pump 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump 15.00
No. 102, Fig. 448, 3 inch Lift Pump 9.00
No. 106, Fig. 448, 3½ in. Lift Pump 11.00
No. 128, Fig. 510, 3 in. Lift Pump $7.00
No. 131, Fig. 510, 3½ in. Lift Pump 8.50
No. 225, Fig. 389, Windmill Pump 12.50
No. 235, Fig. 408, Windmill Pump 16 00
No. 240, Fig. 406, Regulator Pump 28.00
No. 308, Fig. 477, Spray Pump, complete 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 268, Fig. 513, Low Down Tank Force Pump ..... net, 5.00
No. 320, Fig. 493, Bucket Spray Pump ..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive 50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good ..... 60@65%
Snell's Tinners' ..... 40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.00
Barn Door, "None Better" No. 1, ₩ foot 5½c
Barn Door, "None Better" No. 2, ₩ foot 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c 70%
Carrier Steel Rail, ₩ foot 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. ..... 3½c
Double Braced 3½c
Lane's:
O. N. T. 1 in. ..... net, $3.00
O. N. T. 1¼ in ..... net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1½ in. ₩ lb, 35c ..... 65@30%
Victor Track Rail, 7c ₩ ft. .60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 60%
Anti-Clog Lawn 75%
Never Break Garden ..... 75&10%
Queen City Lawn 40%
Kohlers: Net
Lawn Queen 20, $3.45
" " 24, 3.60
Jumbo Lawn 36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden 10th 2.21
" " 12th 2 40
" " 14th 2.64
" " 16th 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp ... 70&10%
See also Files.

Razors—
Electric ..... List net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co 20%
Westenholm and Butcher, $10.00 to $ 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned ....
White Japanned ....
Bronzed Finishes .. } 70 to 75%
Electro-Plated ....
Nickel Plated ....
White Porcelain 60%
Solid Brass and Bronze Metal 50%

Revolving Chimney Tops—
Iwans' Volcaneo ..... 50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&10@60%
Hose with Burrs ..... 50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners ..... 75%&5%
Miscellaneous ..... 75%&5%

Rivet Sets—
Regular List 7

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ dos. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope: ₩ lb
Best ¼ inch and larger 18½c
Medium 14½c
¼ in. and larger 12½c
Common 10½c
Jute Rope:
A grade 6c
C grade 5½c
Manila, Pure:
7-16 in. and larger 12c
⅜ in 13½c
¼ and 5-16 in 13c
Sisal, Pure:
7-16 in. and larger 10c
⅜ in 10½c
¼ and 5-16 in 11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10&60&10&10%
Ivory ..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood ..... 35&10%
" Steel ..... 33⅓&10%
Lufkin's:
Steel ..... 50&10%
Lumber 60%
Miscellaneous, Stanley's. 50&10&50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing 40%
Laundry 45%
Sleeve 50%
Tourist 50%
Toy 50%
Blacklock:
Plain Black in Cases ... ₩ 100 lbs $3.75
Bronze Finished in Cases" ... 3.10
Aluminum Finish " " ... 2.90
Full Nickel " " " ... 3.70
GOLD HANDLED—
Enterprise Mfg. Co. of Pa. ... 20&5&5

Safety Fuse—
See Fuse.

Safety Lifts—
Barr Mfg. Co., Steel ..... 10&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 10&10@60%
Garnet Paper 25%
Flint and Emery Paper.. 50&10@40%

Sash Balances—
Caldwell Mfg. Co 50%
Pullman ..... 50&10@40%
Victor Bronze 70%
Victor Steel 70%

Sash Chain—
Competition ..... 50&10%
Giant 40%
Monarch B. C. Co, ... 70%
Pullman Bronze 70%
" Cop Steel ..... 70&10&10%
Royal Metal ..... 70&10%
Steel B. C. Co 70%
Steel, Copperplated 70%
Victor Bronze 70%
Victor Steel 70%

Sash Cord and Weight Fastener
Ives 40%

Sash Cord—
Cable Laid Italian ..... ₩ lb 16@18c
Cable Laid Russia ..... ₩ lb 15c
Common India ..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India ..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab ..... ₩ lb 40c
A Quality, White ..... ₩ lb 35c
B Quality, Drab ..... ₩ lb 35c
B Quality, White ..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers 70%
Ives Casement Fasteners 40%
Champion 50%
Monitor, Steel 25%
Shutter Sheaves 60%
Window Screen Sash Lifts 66⅔%

Sash Locks—
Champion Meeting Rail 50%
Champion Side 60%
Ives' Patent:
Bronze and Brass 62½%
Crescent ..... 50&10%
Iron 62½%
Window Ventilating 80%
Robison Patent Ventilating Sash Lock 40%
Wrought Bronze and Brass 55%
Wrought Steel 55%
Payson's Signal 80%
Pullman Pat. Ventilating 25%

Sash Weights—
Ton lots at factory (Eastern) $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co ..... 25@25&10%
National Specialty Mfg. Co 30%

Saws—
Atkins:
Band 2 to 14 in. Wide 40
Band ¼ to 3-16 in. Wide 50

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Hack Saws
That cost less than the "Sterling" are worth less—sometimes worthless. Don't be deceived by looks. Looks, even in Hack Saws, are only skin deep. It's otherwise with the "Sterling"



Diamond Saw & Stamping Works
357 7th St., Buffalo, N.Y., U.S.A.

Hack Saw Blades
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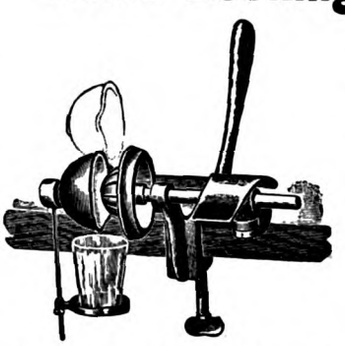


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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%

Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%

Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 78, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%

C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%

Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%

Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%

Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%

Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....35%
Sterling Hack Saw Frames.....20%

Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%

Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10

Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz. 6.00

Disston's Monarch, Nos. 1 & 10 and Star.....30%

Hart's Pat. Lever.....20%

Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00

Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30.00.....50%

Richardson's.....25%

Seymour Smith & Son, Hammer ℔ doz.....$4.75

Stillmans.....℔ doz. 1.00

Tainters Positive....$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....20%
Favorite.....40%
Grocers' Trip Scales.....40%

Family, Turnbull's.....30@30&10%

Hatch:
Counter.....40%
Tea.....40%

Union Platform Plain.... 1.80@ 2.00
Striped..... 2.00@ 2.20

Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ dos.
⅛ in., Style E, Fancy Screen Doors.....$10.50
⅛-in., Style G, Common Screen Doors Imitation Walnut.... 6.75
7-8 Style K-4 Screen Doors..... 8.75
7-8 Style X-Y Screen Doors....11.00

WINDOW—

Porter Screen Mfg. Co.....60@60&5%

Phillips:
Flyer.....60&5&2½%
Perfection Screens.....60&5&2½%
Improved Window Screen Frames... 60&5&2½%

Screw Drivers—

Acme Screw Drivers.....35&10&5%
Buck Bros.....30%

Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electrl, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01...℔ doz. $6.00 net
Electric Spiral No. 02...℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz....60c
Stanley R. & L. Co.'s:
No. 54, Varnished Handles....60&10%
No. 56.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....
Brass, Round Head.....
Iron, Flat Head.....
Iron, Round Head..... } 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 75&15%
Hand Rail.....70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....75&20%

BENCH, HAND, ETC.—

Bench, Iron, ℔ dos., 1 in., $2.50@$3 75
1⅛, $3.00@3.25; 1¼, $3.50@3 75
Bench, Wood, Beech.....33⅓@35%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete. $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz

Wadsworth's:
Natural Finish, Grass..
Polished Blade, Grass
Painted or Bronzed, Grass..... } 20%
Clipper, Grain
Weed and Bush

Scythe Rifles.

3-Coat.....$10.00 ℔ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4-50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " " } 40%
Green Mountains... 6.00 " "
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....25@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St. Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ dos. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $18.00@$30.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps20%
Breast Strap Protector.....45%&2%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&2%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

℔ dos. net
"1847".....$2.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.50
Rogers, Smith & Co.....3.50
Rogers & Hamilton.....3.75
Holmes & Edwards.....4.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel-Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—½, ⅝, and ¾ inch, ℔.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.50
" No. 55 " " " 60c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....80%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....25@40%
Gardner.....33⅓&10%
Holroyd & Co.....50,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@30%

PIPE MAKERS—

Holroyd & Co.....50&10%@50&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....60
Myers' Noiseless.....50

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1899.
American Cut Tacks.....90&5&5%
S. S. Cut Tacks.....90&5&5%
Carpet Tacks:
American, Blued.....90&5&10%
American, Tinned.....90&5&5&10%
Swedes Iron Tacks.
S. S.....90&5&10&5%
Bill Posters' and Railroad Tacks:
S. S.....90&5&5&10%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S.....90&5&5&10%
Hungarian Nails, Steel.....80&5&5&5%
Lace Tacks:
S. S.....90&5&5&10%
Looking Glass Tacks.....70&10&5%
Trimmers' Tacks:
S. S.....90&5&5&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S.....90&5&5&10&5%

MISCELLANEOUS—

Double Point, in dozens.....90&5 less
Shade, in dozens.....90&10&5%
Shade, in bulk.....80

Tack Pullers—

Columbia, No. 1, ℔ doz., net.....$1.50
Columbia, No. 2, ℔ dos., net.....1.25
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@35&10%
Star Steel.....40@40&10%
Steel.....20&5@25%
Chesterman's.....25@35&5%
Keuffel & Esser Co.:
"Favorite" As- Skin.....40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1 8 to 4 in. inc.....20%
Pipe, ¼ to 1¼.....60&20%
Pipe, 1⅜ to 3 in.....60&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ₱100.....net. $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....₱ doz. $1.25, ₱ gro. $12.00
Globe.....₱ doz. 1.25, ₱ gro. 12 00
Harper.....₱ doz. 1.40, ₱ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ₱ doz...$1.00, 10%
Mouse, Wood, Choker, ₱ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ₱ doz...$12.00
No. 3, Rat, ₱ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ₱ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ₱ doz., $3.50; case of 72.....2.75
No. 5, Mouse, ₱ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ₱ gro., $15.00; No. 2, ₱ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ₱ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ₱ gro.....$ 9.00
" " 4, ₱ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Mould ers.....25&5%

Trowels, Garden—

Koblers:
Mat. Hdl. Jap.....₱ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....35&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....30&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....₱ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing 70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.90&10@80&15%
Painted Screen Cloth, good quality, ₱ 100 sq. ft. 1.15@1.25

Wire Rope—

Bright.....60&2½%
Iron, Galvanized.....42½&2½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....₱ doz. $1.80

Wrenches—

Agricultural.....75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....80@83⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....80%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ₱ gal. 44c
Linseed, City, Boiled, in barrels, ₱ gal. 46c
Out of Town on Spot.....₱ gal. 43c
Calcutta, Raw, in barrels.....₱ gal. 55c
Lard, Prime City.....₱ gal.....57@58c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ₱ ton, $17 50@19.00
Barytes, American Floated, ₱ ton, $17.00@$18.50
Barytes, Crude.....₱ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ₱ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....₱ lb. net 7c
In lots of 500 lbs. and over...₱ lb. 6¼c
White Lead, Eng., in Oil..₱ lb.....9¼c
Litharge, Kegs.....₱ lb. 6¾@7¼c
Zinc, American, Dry.....₱ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....1¾@2
In cans, 12½ lb to 25 lb.....1¾@2

Spirits Turpentine—

In regular bbls.....54@54½c
In machine bbls.....54½@55c

Dry Colors—

	₱ lb	
Blue, Chinese	30	@35 c
Blue, Prussian	28	@34 c
Blue, Ultramarine	5	@15 c
Sienna, Italian, burnt & powdered	3	@ 6½c
Sienna, Italian, raw & powdered	3	@ 6½c
Umber, Turkey, burnt	2½	@ 3½c
Umber, Turkey, raw	2½	@ 3½c
Green, Chrome, Ordinary	5	@ 7 c
Green, Paris, in kegs	12½	@14½c
Indian Red, American	3	@ 5½c
Indian Red, English	4½	@ 8½c

Colors in Oil—

Black Lampblack, best	12	@14 c
Blue, Chinese	35	@46 c
Blue, Prussian	32	@38 c
Blue, Ultramarine	14	@16 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	12	@16 c
Umber, raw	11	@14 c
Brown, Vandyke	11	@14 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

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American Fork and Hoe Co., Cleveland, O.

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American Fork and Hoe Co., Cleveland, O.

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Magnolia Metal Co., New York.

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Columbus Bolt Works, Columbus, O.

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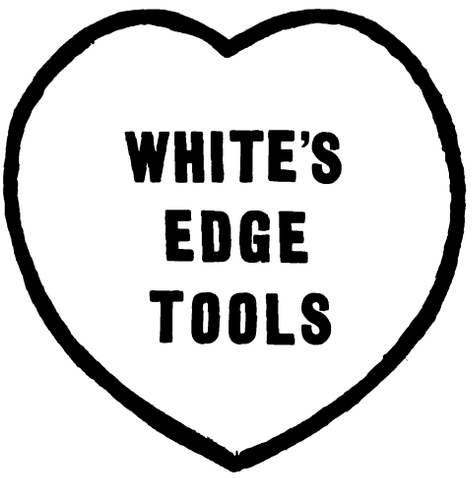
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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal.
John H. Graham & Co., New York.

Faucets, Wood.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.
Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio

Field Hoes.
Geneva Tool Co., Geneva, O.

Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Mayer & Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.

Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.

Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.

Fishing Tackle.
J. M. Mast Mfg. Co., Lititz, Pa.
Clark, Horrocks & Co., Utica, N. Y.

Flint Paper.
Baeder & Adamson Co., Phila. and New York.

Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.

Food Choppers.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
ville, Ct.

Forgings, Carriage.
Columbus Bolt Works, Columbus, O.
ville, Ct.

Frame Pulleys.
Sargent & Co., New York.

Freezers (Ice Cream).
Alaska Freezer Co., Winchendon, Mass.

Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.

Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.

Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.

Galvanized Wire.
Fuller Bros. & Co., New York.

Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garnet Paper.
Baeder & Adamson Co., Phila. and New York.

Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

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The H. H. Mayhew Co., Shelburne, Falls, Mass.

Gauges, Butt.
Stanley Rule and Level Co., New York.

Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.

Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass

Glass Water Coolers.
Mississippi Glass Co., New York.

Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Grain Cradles.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.

Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.

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Blacklock Foundry, South Pittsburgh, Tenn.

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John Van Benschoten, Poughkeepsie N. Y.

Gummers, Saw.
Henry Disstone Sons, Phila., Pa.

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Harrington & Richardson Arms Co. Worcester, Mass.
Chandler & Farquhar, Boston

Hack Saws.
Diamond Saw & Stamping Co., Buffalo, N. Y.

Hack Saws (Universal).
West Haven Mfg. Co., New Haven, Conn.

Hair Felting.
Baeder, Adamson & Co., New York Philadelphia, Boston and Chicago.

Halter Chains.
Covert Mfg. Co., West Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.

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John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co, Reading, Pa.

Hammocks.
I. E. Palmer, Middletown, Conn.

Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Hand Elevators.
Storm Mfg. Co., Newark, N. J.

Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.

Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.

Hangers, Parlor Door.
Sarvent & Co., New York.
Lane Bros. Co. Poughkeepsie, N. Y.

Hangers, Pipe.
Berger Bros Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

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J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

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Robert Murray, New York.

Hardware Shelving.
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Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
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Taylor & Boggis Foundry Co., Cleveland, O.
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Frank Miller Co., New York, N. Y.
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Geneva Tool Co., Geneva, O.

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Geneva Tool Co., Geneva, O.

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McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
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Bommer Bros., Brooklyn, N. Y.
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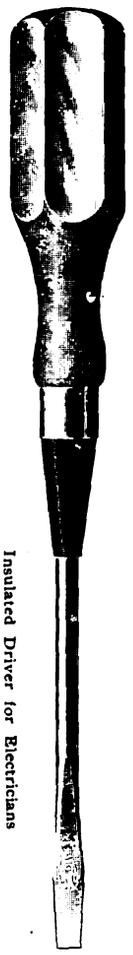
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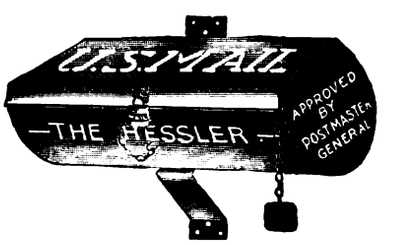
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Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
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Stowell Mfg. Co., Jersey City, N. J.

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C. E. Jennings & Co., New York.

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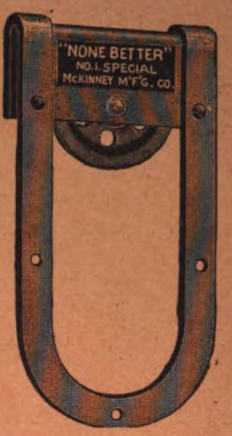
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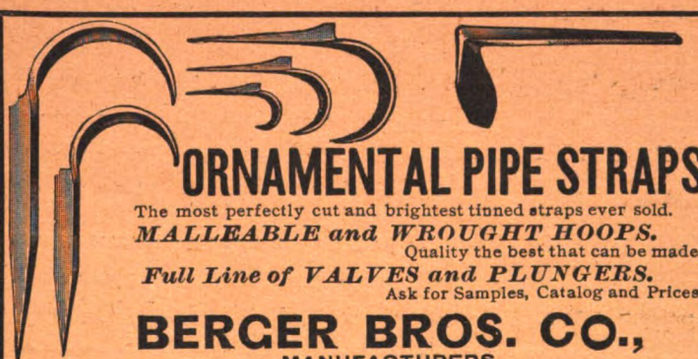
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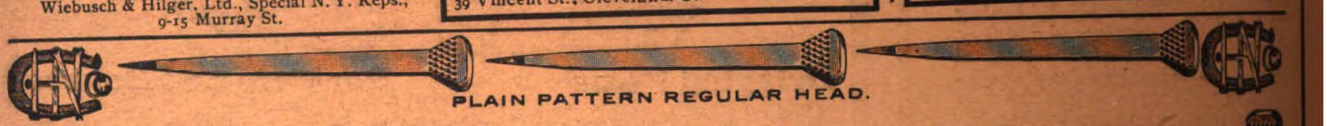
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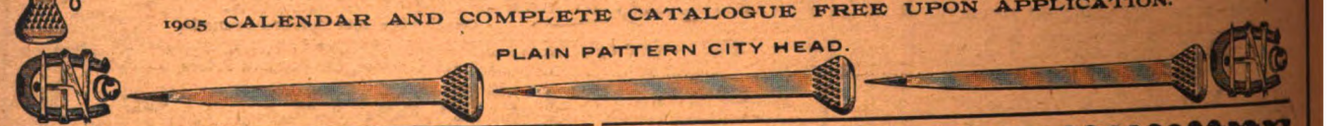
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VOL. LXXX. NO. 10.

NEW YORK
FEBRUARY 25
1905.

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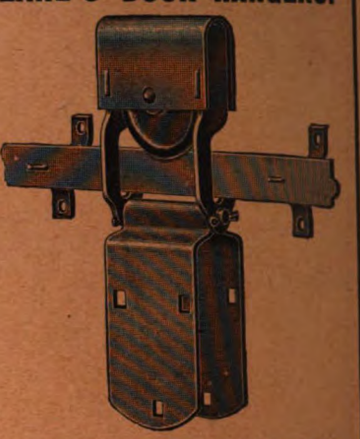
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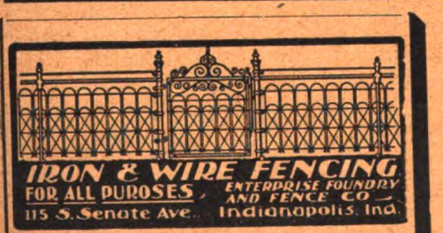
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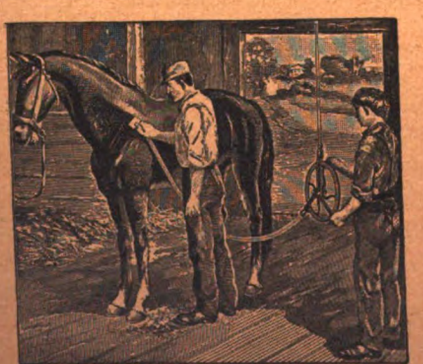
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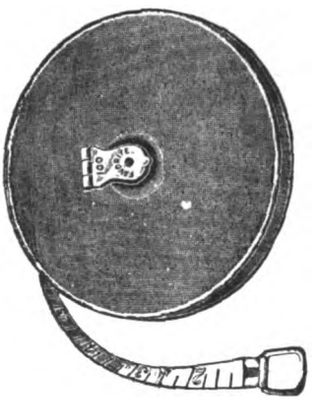
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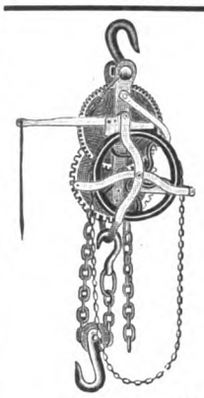
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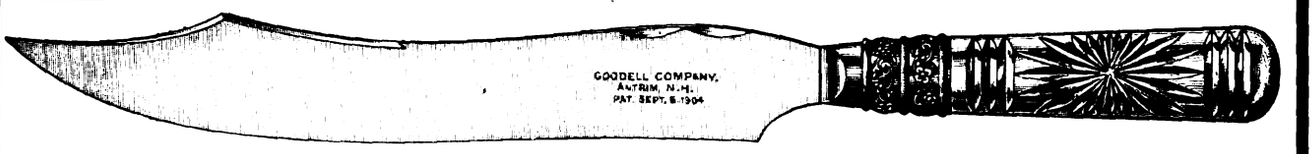
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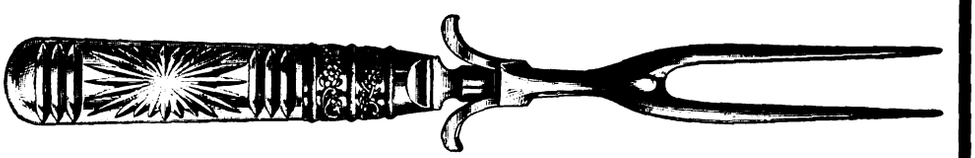
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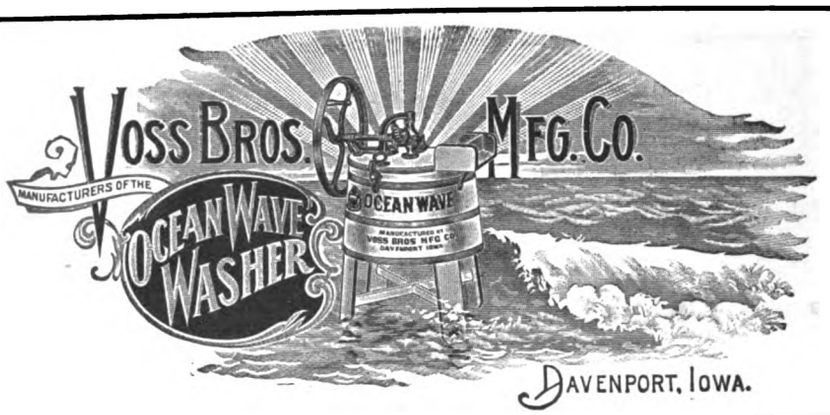
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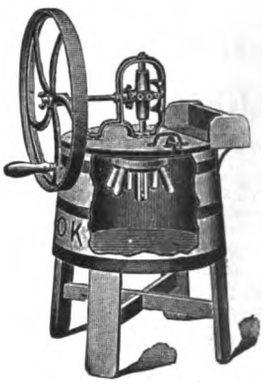
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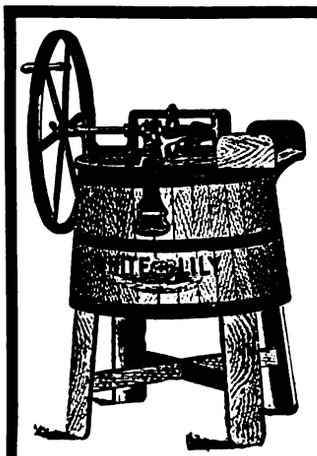
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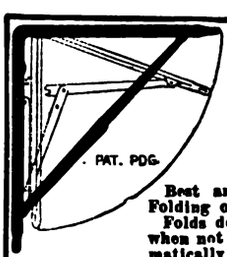
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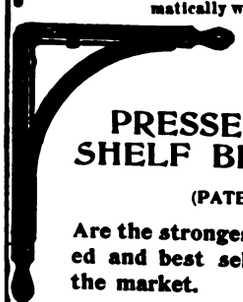
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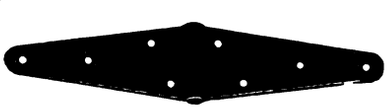
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IN such perfect proportions are the white hard metals in our Solid Electric Silver Ware united that they approach the nearest to being a

Perfect Substitute

for

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Far better than any plated ware on the market.

IT

ALWAYS RETAINS its BRIGHT and silver like APPEARANCE. Will never tarnish nor change color.

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We guarantee satisfaction.

Don't you want our latest catalogue? Its the matter of a postal. Send it to-day.

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Main Office and Works:

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THE HESSLER

BEST KNOWN. BEST MADE.

Most durable as well as the cheapest fully approved Rural Mail Box on the market. Do not be deceived by manufacturers who claim to have a Box similar in appearance to the "Hessler." Just compare the Boxes and convince yourself. The Hessler Box is storm and dust proof, has the only signal that will not get out of order. It costs you no more than the cheaper made boxes. Write for full description and prices.

HESSLER MAIL BOX CO.,

SYRACUSE, N. Y.

I Do Not Believe

that there is a hardware dealer anywhere who ever sold a washing machine to a hotel, hospital, sanitorium or laundry.

Why?

Because the manufacturers of laundry machinery do their business direct with the trade. The cheapest wooden washer suitable for hotel or laundry use sells at $30.

My large Paragon Washer, made of **metal,** better in every respect, retails at $18, and this includes a big profit for the dealer.



See the Point?

There is a chance to open new fields and "Paragon" satisfaction will incidentally advertise your other goods.

Write for some circulars, mail them to hotels and institutions in your town, and watch the surprising results.

The following testimonials will open your eyes.

R. W. PICK, Sixth Avenue Laundry, 926 6th Ave., NEW YORK: "Your 'Paragon' Hand Washer is the best up-to-date in my experience. The two in use in my place are doing the work of five washwomen quicker and cleaner in every way. The easier running and durable construction make the 'Paragon' cheap at double the price and in my 15 years experience in hand laundry I never felt more satisfied than since I use the 'Paragon;' it is as great a clothes as it is a labor saver. I can highly recommend the 'Paragon,' and it can be seen in operation every day in the week at my laundry."—R. W. PICK.

NEWARK SANATORIUM, 252 Littleton Ave., NEWARK, N. J. "The 'Paragon' Cylinder Washer which I purchased has given entire satisfaction in every detail. I have used several machines of various makes, but have found them all faulty until I got your machine, which is both a labor and linen saver. My only regret is that I did not know of the 'Paragon' before."—Dr. CHAS. LAUTERWASSER, Prop.

I have similar recommendations from Schools, Dyers' and Cleaners', Hotels, Summer Resorts, etc., etc.—Dealers! Here is an article without competition.

Emil R. Beckert,

1175 3rd Avenue, - - New York.

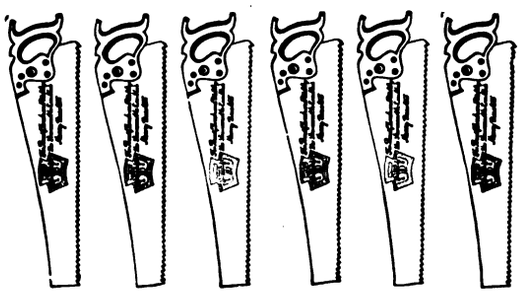
PHILADELPHIA BRANCH: 208 S. 11th St.

P. S.—The "Paragon" Washer, family size, is the most rapid seller known in the history of household machinery. A dealer who does not handle the "Paragon" is behind times!

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DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

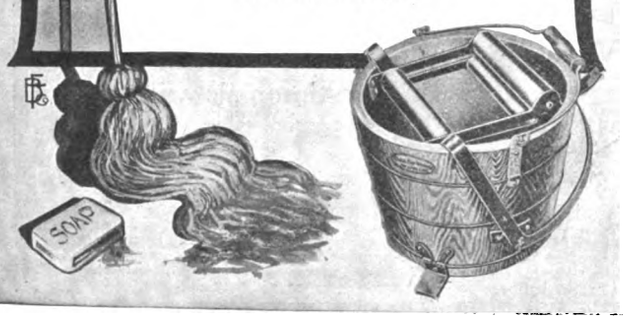
EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

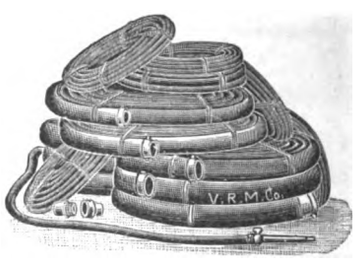
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoes Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

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If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



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NEW

PUTNAM

Horseshoe Nails.

IN view of the fact that there is room at the top, and a good demand for a high class Horseshoe Nail, we wish to bring it to the attention of the trade that we are making but *one grade* of Horseshoe Nail (THE NEW PUTNAM,) which is first-class in every respect, and superior to any that have ever been previously offered, and that we are, therefore, *maintaining prices*, and that our machines make no seconds or inferior nails with which to flood the market and create unsatisfactory and unprofitable conditions; nor have we an overstock to dump to add to the demoralization.

In this relation, it should be borne in mind that the difference in price between our nails, and that of the very cheapest now sold, amounts to only 1½c. *per horse.*

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No. 50 Congress St., Boston, Mass.

Three-Quarters of a Century On the Market.

No small wonder, therefore, that they "Take the palm" when it comes to all round efficiency.

Again and again they carried away the Prize for best-ness at various Expositions.

White's Edge Tools

are the standard.

Our best testimonial is that the largest users of Edge Tools buy none other and are sending us many duplicate orders.

Get in line if you want the best.

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Box 267 Willson Bldg. WASHINGTON, D. C.

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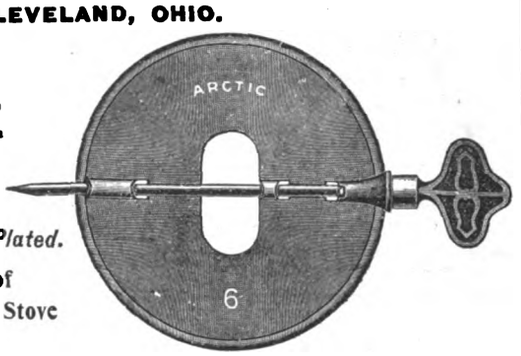
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STEEL STAMPS & DIES
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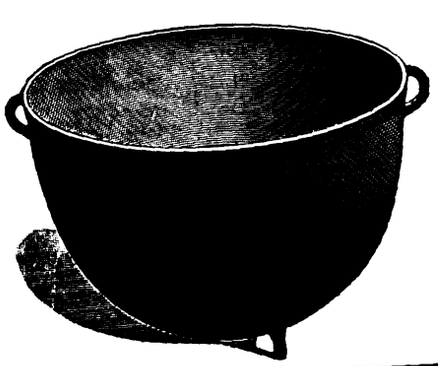
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Handle Polished and Nickel Plated.

Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

SUGAR KETTLES---



and other kinds, too, are all made with special care and in better finish than is usually given.

Sugar Kettles from 6 to 35 gallons. Stone Kettles and pots in straight, flat or round bottoms. English Pots 1 to 8 gallons.

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It shows our complete line and is full of interesting information concerning these and other goods made in our factory.





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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

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CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 10c. Descriptive Circular and Prices, address,
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You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**
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HAIR FELTING for covering Boilers, Steamand Water Pipe, and lining Refrigerators.

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"AMERICAN" TWIN FREEZER



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New Never Done Before



"LIGHTNING"



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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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Carriage Requisites

FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





FRANK MILLER'S
AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

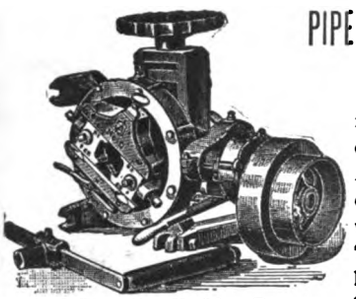
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PIPE THREADING AND CUTTING OFF MACHINE

For hand or power.



No. 0. Threading Machine, Power

This machine has many points of superiority. It is light, strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

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New York Office, 139 Centre St. BRIDGEPORT, CONN



A Long (K)Night In HARDWARE

¶ For years retail hardware men have been groping in the dark, looking for some efficient way to increase their business—some of them have found it!

Warren's Patent Sectional Glass Front Shelving

is designed and manufactured by a Hardware Man for Hardware Men.

¶ You can keep a line of samples of your entire stock on exhibition at all times.

¶ It preserves each article in the same attractive newness that it comes from the factory, prevents *dust, rust, finger-marks and dirt.*

¶ It enables you to sell goods to a *German*, a *Scandinavian* or *any* other foreigner who, even though he cannot speak English can *point* to what he wants.

¶ It improves the appearance of your store *100 per cent;* enables your salesmen to spend their time *selling* goods instead of *hunting* for them, and will *pay for itself in one year.*

¶ Send dimensions of your store and let us supply you—FREE—with a color plate made to scale, showing how *your* store will look when equipped with The Best Shelving in the world for your purpose.

¶ Remember the shelving is made on the unit plan—if you want to experiment—don't wish a complete outfit now—you can buy one—two—three stacks or sections—the rest will follow as your satisfaction increases.

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THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.

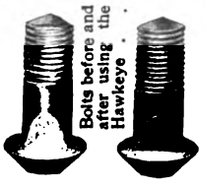
PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



5 IN 1
NUT
WRENCH,
PIPE WRENCH, THREAD CUTTERS.
Will remove "Neverslip" and "Rowe" Calks.
The Best Wrench Made.

Best Wrench Made For Automobiles
Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



The easiest selling wrench on the market
Ask for prices and discounts.

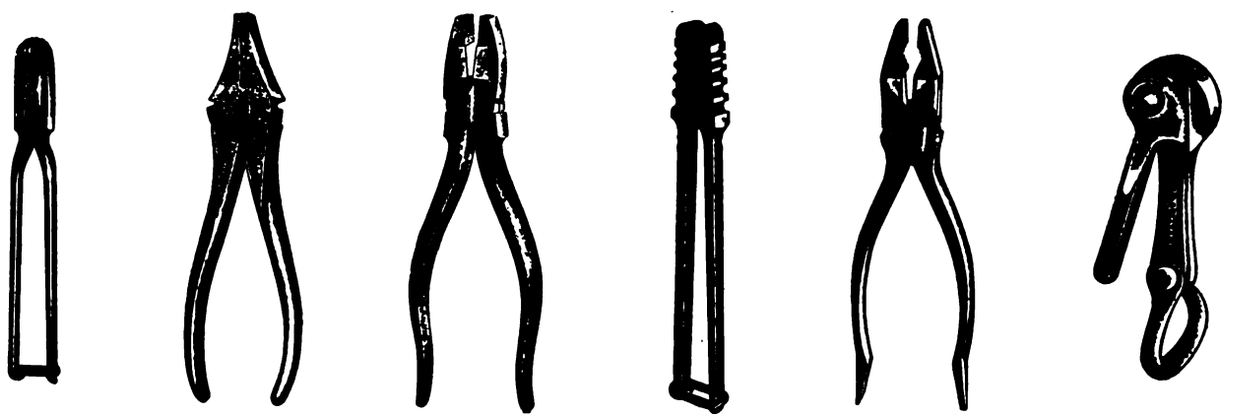
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THE SCHWERDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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MAKERS OF

Warranted Forged Steel Tools



A Few of the Tools we Make. Write for Catalogue Showing Full Line.

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AVOID DISPUTES

They Lose Trade.

USE A NATIONAL

IT gives an absolute check on cash and credit sales, on money paid out and on money received on account, thereby preventing disputes about accounts, the most fruitful source of misunderstanding.

National Cash Register Company
Dayton, Ohio



COOPER & McKEE,

Originators and Manufacturers of

"Opalite" GLASS LINED Refrigerators

We line with 7-16 inch Opalite, Milk White Glass, Ground Edges, glass to glass. No metal used in corners to cover up defects. Patent shelving made of Aluminum, will not corrode, rust or tarnish.

We also make the "New Columbia," "Champion," "New Domestic," "Household," with Galvanized Iron Linings, in which are incorporated all the best features of the respective grades. In comparing prices

Note—We do not make any single-walled Refrigerators, which are worthless for refrigeration, all our make have double walls.

Our New Catalogue now ready.
Shall we send you a copy.

COOPER & McKEE,
113 to 121 LORIMER STREET,
BROOKLYN, NEW YORK.

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THINK IT OVER!

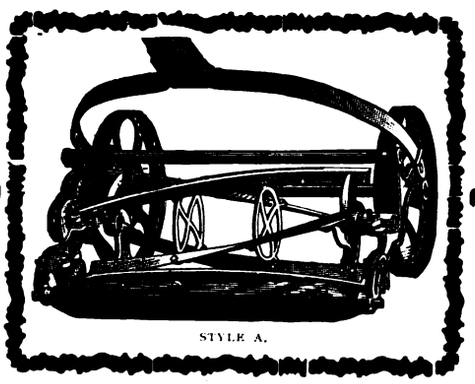
Why worry along with an inferior grade of Lawn Mower when the same money will buy the Best—The Old and Reliable Philadelphia Mower?

In strength, simplicity, durability and perfect adjustment

GENUINE PHILADELPHIA MOWERS
Are Unsurpassed

They are honest to the core. Always in the lead as profitable sellers. Our guarantee with every Mower. Twenty styles.

Our illustrated catalogue tells all about them and prices. You ought to have a copy.



STYLE A.

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We Respectfully Invite

Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

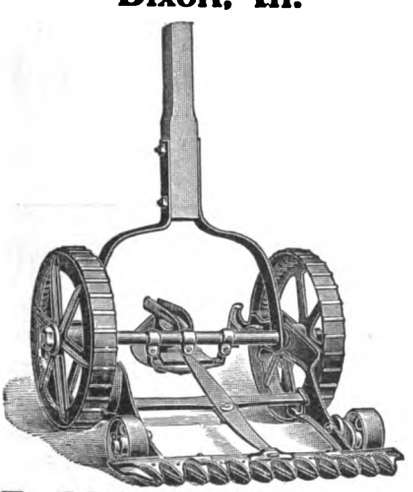
We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.



CHADBORN & COLDWELL MFG. CO.
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CLIPPER LAWN MOWER CO.

Dixon, Ill.



THE MOWER

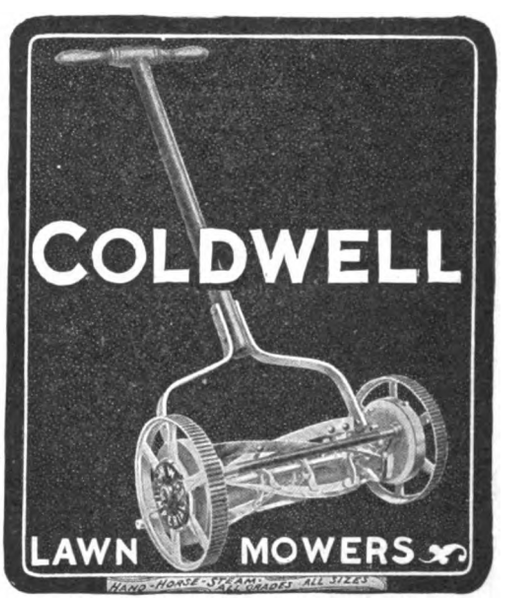
That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

SPOT CASH
PRICES TO THE TRADE:

No. 1,—12 inch	$4.50
No. 2,—15 inch	5.00
No. 3,—18 inch	5.50
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Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.

NO MAN ON THE ROAD.

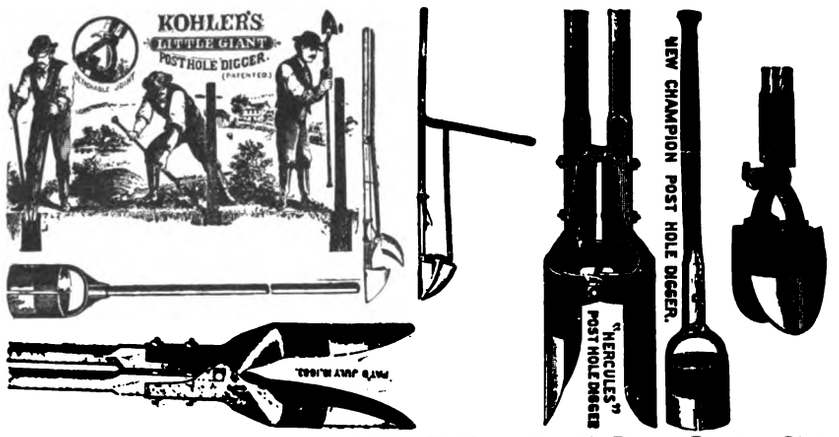


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Coldwell Lawn Mower Co.
NEWBURGH, N. Y.

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NINE STYLES



Write for our Catalog **F. E. KOHLER & CO.** Canton, Ohio U. S. A.

Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

We Guarantee the Reliable.



As a condition of the sale our guarantee says you are to have your money back if it does not prove its superiority upon a trial in your hands. You are to be the judge. Will you try the Reliable on this condition? The Reliable of to-day is the one non-moisture machine, automatically regulates, ventilates and receives the chicks into its own nursery as fast as they come. Success can't escape you with the Reliable Incubator to hatch and the Brooder to brood them. Send us 10c postage and get Poultryman's Guide and Catalog combined.

110 Yards Fine Poultry

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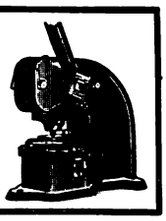


Federal Bench Punch

10 inches high, 10 inches long, Weighs 64 pounds

PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.

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ADAM'S STEEL & WIRE WORKS.

Wire Fencing,
Ornamental Steel Fencing,
Window Guards,
Wire Signs,
Jail Work, etc.

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"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*



THE MYERS PUMPS, HAY TOOLS AND STAY-ON DOOR HANGERS

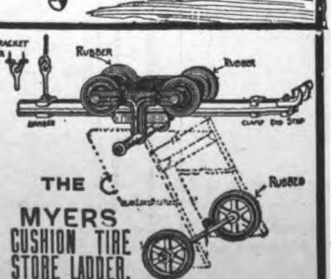
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Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps,

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Write for Descriptive Circulars to

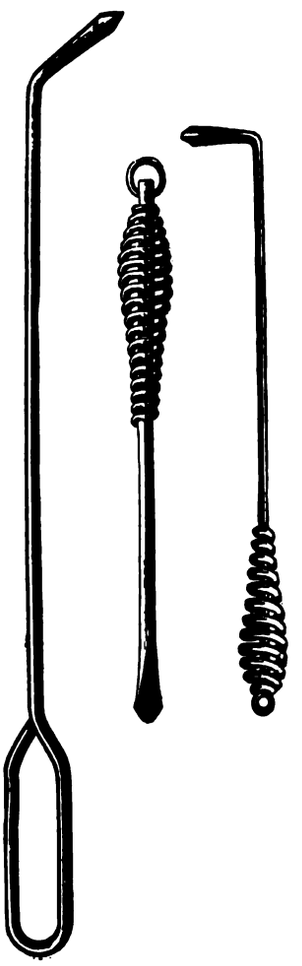
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THE MYERS CUSHION TIRE STORE LADDER.

Alaska Pokers

Like racehorses, are judged by past performances.



Old-time customers consider them a "sure thing" as sellers.

A trial order will convince you.

TROY NICKEL WORKS
ALBANY, N. Y.

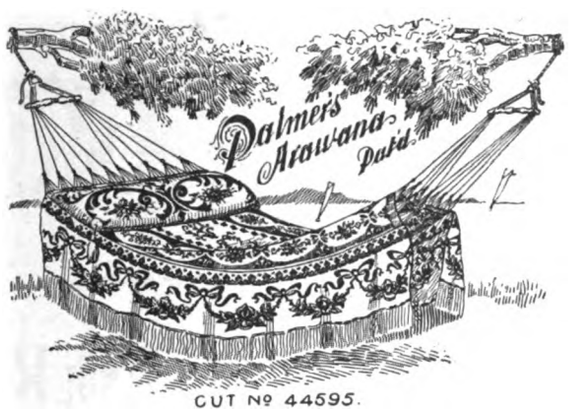


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VERMONT
SAFETY
OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO.
Zanesville, Ohio.

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Arawana Utopia Solitaire and Reposo

Hammock Supports,
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The most complete line of Hammock Accessories on the market.

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CUT Nº 64595



BUTTER IN ONE MINUTE

THE only perfect milk and cream aerator churn in the world, making the best granular butter from sour or sweet cream in a minute—which we guarantee— is

THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

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THE ONE MINUTE CHURN CO. INC., 9 OLD SLIP NEW YORK, U.S.A.

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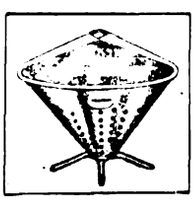
There's always something doing in the store that sells

VROOMAN PATENT SANITARY SINK STRAINER



WOMEN

Everywhere recognize their value as a hygienic kitchen utensil that absolutely prevents refuse from entering the sink or drain pipe. They are built on such principles that they stand every test of the discriminating and accurate judging women of the country. We advertise in magazines read by housekeepers.



DEALERS

who will place a trial order on sale will be surprised to see how quickly a counterfull will disappear before an enthusiastic crowd of women buyers.

Any Jobber will supply you with **Vrooman Sanitary Sink Strainer, The "Famous One."**

F. H. & E. B. Vrooman

CHICAGO, Ill.
U. S. A.



Meat and Food CHOPPERS

40 Sizes and Styles for Hand and Power from $1.00 to $500.00



No. 2, $1.50



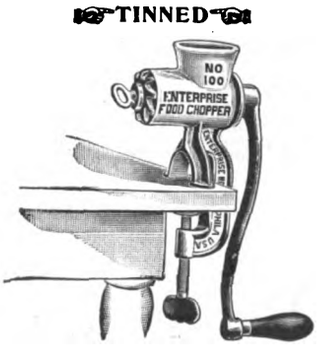
No. 5, $2.00



No. 12, $2.75

"ENTERPRISE" FOOD CHOPPERS

TINNED



No. 100 Chops 2 lbs. of Meat per Minute, $1.50
No. 300 Chops 3 lbs. of Meat per Minute, 2.25

FOUR KNIVES WITH EACH MACHINE



Fine Medium Coarse Nut-Butter Cutter

Order from your Jobber Illustrated Catalogue Free

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

N. Y. Branch, 10 Warren St. San Francisco Branch, 105 Front St.

Rapid Grinding and Pulverizing MILLS

40 Sizes and Styles for Hand and Power from $1.25 to $500.00



NO. 3, $5.50

Meat Juice Extractor



No. 21, $2.50

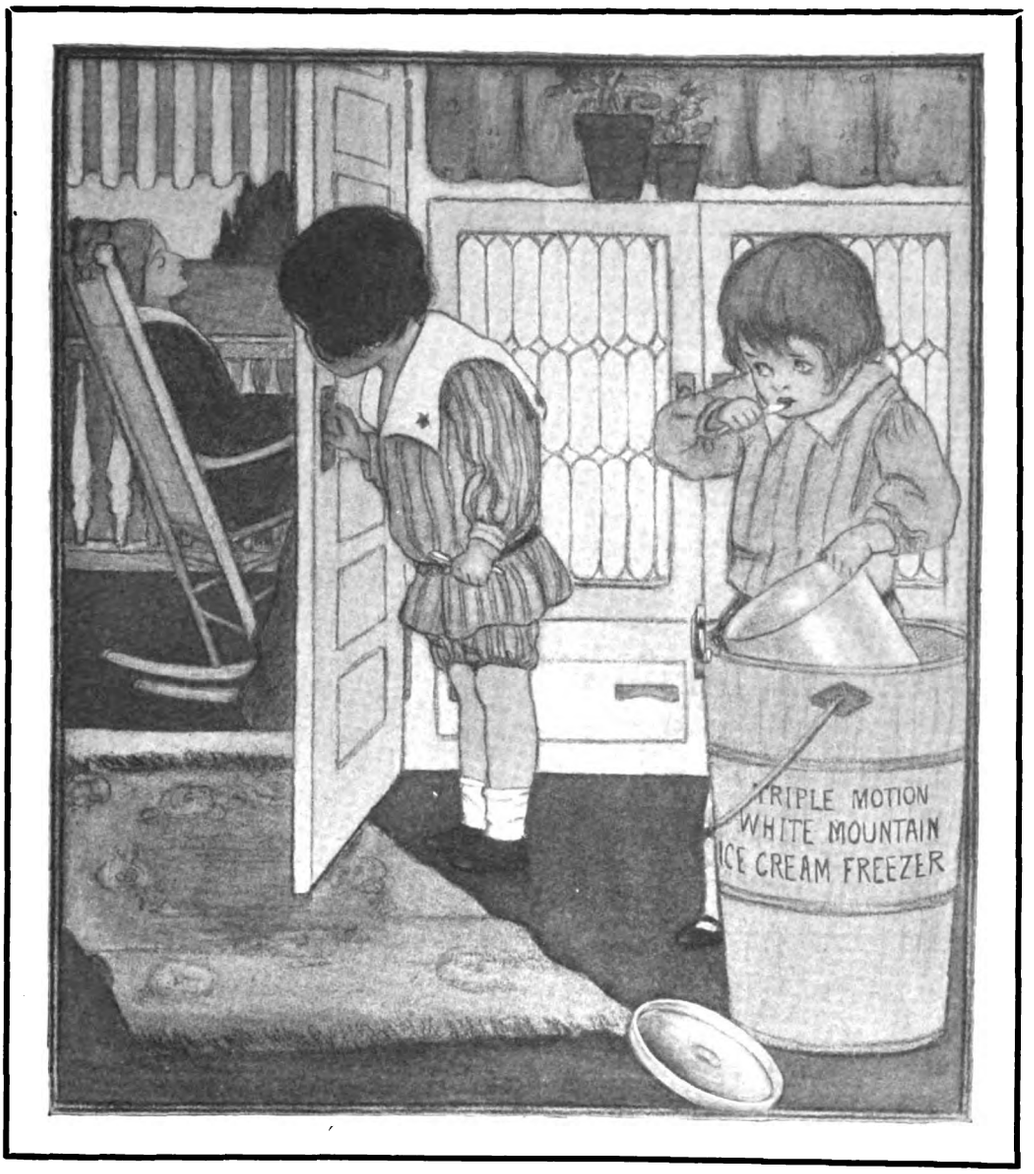
Sausage Stuffers and Lard Presses

8 Sizes and Styles



No. 25, $5.50

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DON'T BE CAUGHT NAPPING on the freezer question. The time to order your ice cream freezers is a long time before you need them. You'd better have an order in than be a sale out. And the freezer to order is the BEST one—the

White Mountain Freezer

You will sell more than you did last season.
ORDER EARLY. Write your jobber to-day.

Our new catalogue is ready. The latest and best thing in freezer literature. SEND FOR A COPY.

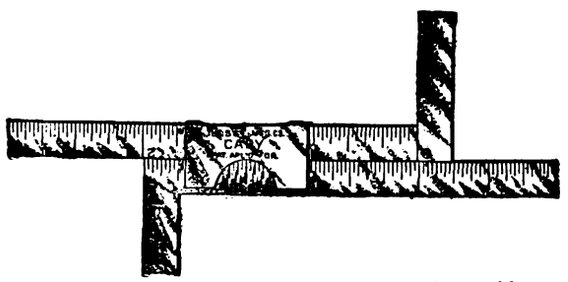
The White Mountain Freezor Company, Nashua, New Hampshire,
The White Mountain Country.

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POCKET CALIPERS

One of the most useful tools on the market. With it diameter and thickness of material and depth of holes can be determined, and fractions of an inch measured. Can also be used as a square, and many other ways.



3 inches long, and has graduations on both sides.

A LOW PRICED CALIPER For

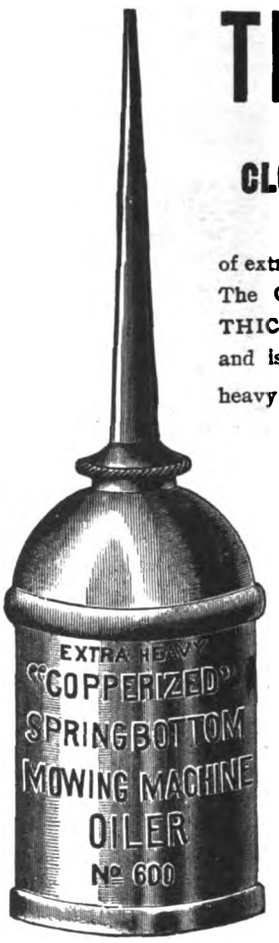
The Mechanic, Professional Man or for General Use.

MANUFACTURED BY

THE SMITH & EGGE MFG CO

BRIDGEPORT, CONN

WRITE FOR CATALOGUE NO 5



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTON

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swedoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

SEND FOR COMPLETE CATALOGUE No. 17T.

THE L. S. STARRETT CO.

Athol, Mass., U. S. A.





Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company

Tarrytown-on-Hudson, N. Y.

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HARDWARE

ST. LOUIS FAIR'S TOTAL.

The official report of the Director of Concessions and Admissions of the Louisiana Purchase Exposition shows that the total recorded admissions for the period of the Exposition, from April 30th to December 1st, inclusive, were 19,694,855, of which 12,804,616 were paid and 6,890,239 were free. The total admissions at the World's Columbian Exposition at Chicago was 27,539,041, of which 21,479,661 were paid.

BISSELL'S INCREASED FACILITIES.

The demands from dealers handling Bissell's "Cyco" Bearing Carpet Sweepers, for advertising matter, have been continually increasing, until the Bissell Company have found it necessary to add another large cylinder press to the equipment in their private printing department. The machine they have just installed is one of the latest models of two revolution Meihle cylinder presses, weighing 8,000 pounds, and is built to do the finest printing known to the art, including the new three color process work.

GOSSETT S SUSPENSION HINGES are used very extensively in attaching full-length window screens. Screens hung in this manner may be removed or replaced without the use of tools or ladder. This feature makes them particularly desirable for use on upper stories. The sale of these hinges is constantly increasing. They are sold by numerous Hardware jobbers or may be obtained from the manufacturer, F. D. Kees, Beatrice, Neb.

♣

At the annual meeting of the Stanley Rule and Level Company, New Britain, Conn., held February 6, the following officers were elected for the ensuing year: President, Charles E. Mitchell; vice-president and secretary, A. W. Stanley; treasurer, C. B. Stanley. Directors: The officers and H. S. Walter, M. H. Whaples, Hartford; F. L. Hungerford and W. J. P. Moore, New York.

♣

William W. Woodward, Newton, N. J., who has carried on a large Hardware and Implement business at that place for forty years, has just filed a certificate incorporating the Wm. W. Woodward Hardware Company with a capital stock of $90,000. The stockholders are all members of his family, taking over the business so long managed by Mr. Woodward.

♣

A grooved steel hoop to replace the wood hoop on nail kegs, flour and cement barrels is now being manufactured by the Carnegie Steel Company, Pittsburgh, Pa., and is meeting with success. Owing to the weak nature of these barrels the ordinary hoop was not found satisfactory and although experiments have been under way for many years to replace the wood hoop nothing, it is said, as desirable as the grooved hoop was found. It was impossible to drive the hoops into place as they are on the heavier oak flasks, tubs and casks of a more substantial nature, nor did the hoop withstand the pressure occasioned by piling one barrel on the other. The groove in the hoop greatly strengthens it and in addition it is kept in place with an ordinary wire nail. The hoops are all riveted.

♣

The New York post office furnishes the following data with regard to its daily business: Number of letters handled between 4 p. m. and 9 p. m. each day, about 1,000,000; tons of mail sent to Grand Central Station daily by wagon, 135; by pneumatic tube, 13; number of wagon trips daily, 59. The authorities recommend that about $119,700 be expended to establish four new branch stations, one in the Wall Street district. It is also planned to use the subway for delivery of mail to the trains, saving about twelve minutes on each trip

AN ANCIENT IRON MILL.

Upon a beautiful fall day of 1904, a temporary tourist, a Hardwareman, escaped from the toils of business, looked from the swiftly moving trolley car upon the rich harvest of corn, onions, celery and other vegetables upon the level plains of Danvers, Mass., and his mind dwelt upon the beauties of nature and the goodness of the Creator. Suddenly the road twisted around a beautiful estate, and the Hardwareman's eye rested fully upon an iron mill, furnaces in full blast and red hot iron rods rushing from its rolls like live fiery serpents.

Curiosity led him to alight, as the car stopped at the railroad track running to the mill; for there was something unusual about the place. It was apparently more fitted to quiet farm life than for the grim toil of the rolling mill or the racket of the nail factory in the rear. There was much to inspire the mind to scholarship and reflection about the spot, too. Not far away was the farm of Captain John Endicott, the first governor of Massachusetts, who boldly cut the cross from the British flag because it savoured of popery, so offensive to his Puritanism. And nearby, too, are the Jacobs and the Nourse farms, from which were dragged those brave witchcraft martyrs, "Goody" Nourse and Goodman Jacobs. And not far off was Oak Knoll, the home of Whittier, the Quaker poet, and also the home of the famous General Putnam and also General Porter.

So the Hardwareman was not surprised when he learned that the iron mill, too, was rich in history. It was started in 1795 by Nathan Reed, a remarkable but little known figure in early American history, and the following ancient record, a copy of which was shown to the Hardwareman, thoroughly proves the date:

"To the freeholders and other inhabitants of the town of Danvers the petition of Nathan Reed respectfully showeth that he has it in contemplation to build certain mills near Waters' Bridge, so-called, on Waters' River, and requests the town grant, convey and quit claim to him, his heirs and assigns forever its consent, license, right and permission to erect a dam, or dams, on and across the bridge, and to do everything necessary to completing and using said mills without any let, hindrance or molestation whatsoever of said town." (Signed) NATHAN REED.

Salem, March 9, 1795.

At a legal meeting of the inhabitants of the town of Danvers, on March 9, 1795, voted that the prayer of the above petition of Nathan Reed be granted.

(Attest) GIDEON FOSTER, Town Clerk.

So armed with this grant, Mr. Reed laid the foundations of the mills that are to-day still running. He had a remarkable invention, a nail cutting machine, the nature of which is not known to-day, and many splendid projects in mind. He had experimented with steam propulsion of both land and water carriage, though at the time it was considered utterly impossible to make a portable boiler that could be fed with coal fuel and water to say nothing of carrying its own weight. Reed experimented with a steamboat in the river near the mills eighteen years before Fulton put his steam vessel on the Hudson. Reed also endeavored to make a carriage that would travel on land, by steam power, so it may be said that he early experimented with automobiles.

When Reed appeared in Congress with his application for a patent on his portable steam boiler, or steam carriage and steamboat, he was laughed out of Congress. But Fate played a strange trick, for he was soon sent to Congress by his fellow citizens, and he drafted the patent laws of this country.

His iron works in Danvers began the manufacture of anchors for vessels, and the anchor of the celebrtaed United States frigate Essex was cast in these Danvers' mills, and was wetted down with enough punch to drown it, according to the tradition to-day.

Reed, the founder of the iron works, was a genius. He graduated from Harvard College, studied medicine, experimented with a steam carriage while running an apothecary store, became an owner of an iron mill, settled down on a farm, was sent to Congress, became a judge, and finally went back to a farmer's life, and in pursuit of agriculture he invented a number of valuable farming tools. He was active to 90 years of age, and wrote his biography during the last days of his life.

Among the men who came to these Danvers iron works in days gone by was John Sylvester, and it is one of his descendants who is to-day owning and operating the mill. Of course, the mill has been modernized from time to time and it is a very different structure from that which Reed first built.

It is quite an interesting mill, even to experienced eyes of to-day. A fresh water river flows down to its dam, and beyond its dam schooners of the sea unload coal and take on iron bars. A great deal of waste and scrap iron is brought to this mill in railroad cars, which run right through the mill. But just across the street from the mill a flock of farm ducks waddle in the pond, and the scent of new mown hay, ripening onions, rosey red apples and other products of the neighboring farms frequently blows through the heated air of the shop.

These and other interesting things the Hardwareman learned and saved at this old time mill, and then he climbed abroad the trolley car and sped onwards upon his trip to the New Hampshire hills. F. A. G.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

FEBRUARY 25, 1905.

Editorial Trade Review

This is the busy season for the Conventions of Hardware Associations, and they have been pretty active during the past fortnight. The delegates have read their carefully prepared papers, papers that show considerable thought and painstaking development of facts, from which is deduced the wisdom that guides the guild in their every-day life, and fosters and encourages the success which so many obtain, while they make their mark in the world. Many of the papers show an originality worth listening to, and it is to be hoped that the participants in the various gatherings of zealous Hardwaremen have aided their experience, and reaped the advantages of communing with the brightest minds in the business; knowing what benefits accrue when the annual meetings take place, each one anxious to hear the trials and troubles, the difficulties that beset the average Hardwareman everywhere, and learn how they may be surmounted.

These powerful organizations in the trade are gaining every day, and by combining, they learn what intelligence can demand of their rivals and competitors; learn the advantages of getting only a fair profit, making the catalogue houses and department store trade know something like an aggressive opposition from the Hardware trade, the dealer having awakened, is willing to fight for his existence and his share of the business.

The orders for immediate wants are somewhat slow in the aggregate during the current month. The weather has been held accountable for a portion of it, for with the thermometer in the neighborhood of zero for weeks at a time, the immediate wants were slow in maturing. The trade awaits the first breath of Spring to inspire those conditions that are ready to encourage the anticipated opening, when things get settled.

The manufacturer is already in receipt of orders enough to warrant the contented feeling he exhibits, and is wondering whether the markets for raw material would justify the advance in price he has been long in prophesying, and fearful of fulfilling. The fear of a possible advance has filled him full of orders from customers always to be relied on, and not to disappoint, his prices are daily becoming more rigid, and his quotations unrelaxing. In some cases comparison with previous years finds an encouraging contrast, business being greatly in advance.

Transportation has been greatly interfered with, being retarded by snow in every direction, and colder conditions that make it lie for weeks when we usually experience a January thaw. As soon as the intensely cold weather and the accompanying snow shall have cleared away, sales will give every encouragement to the Jobber, who will find a solid and substantial demand for goods in every direction which will last all Spring.

Goods offered at anywhere near old prices are already snapped up by the hopeful buyer; many advances that were thought out, and deemed necessary have not as yet taken place in all their importance, and the manufacturer has been satisfied with the slight advances which so far have braced up the market. Everybody is in a satisfied frame of mind, present and prospective, with no pessimistic atmosphere within reach, and the feeling that is prevalent is that present quotations are safe to buy at.

The trend of thought displayed in the Conventions now being held by the Retailers is that old fashioned methods in distributing Hardware must go, as the profits on specialties is growing smaller by excess in competition, and a reconstruction of the ideas that govern among Retailers must take place by conforming to the new conditions. Lessoned efforts as effecting the compulsory distribution through strictly Hardware stores of certain specialties by manufacturers is noticed, and dealers have extended their own lines by adding salable goods which will increase the gross profits on their sales and make the lines of goods selected, staple to a Hardware stock, instead of a side line calculated to sell itself.

THE NEW YORK STATE ASSOCIATION OF HARDWARE JOBBERS

The New York State Association of Hardware Jobbers held a meeting in Troy February 16 as the guests of J. M. Warren & Co. A business session was held at 11 o'clock at the Troy Club and in the afternoon dinner was served. The association was formed in 1888 and is one of the strongest local organizations in the country. Its annual meeting will be held in September. Among those present at the session to-day were Messrs. Treman and Hawes, Ithaca; Palmer, Rochester; Barker, Elmira; Johnson, Kingston; Weed and Neal, Buffalo; Black and Born, Syracuse; Detmers, Buffalo; Boucher, Rochester; Underwood, Binghamton; Turner, Wackerhagen and Dunscomb, Albany; Conde, Watertown; Secretary Fernley of the association, Messrs. Dickinson, Taylor and Nealey, representing the American Sheet and Tin Plate, American Steel and Wire and American Screw Companies, respectively.

THE NORTH COAST RETAIL HARDWARE AND IMPLEMENT ASSOCIATION

The North Coast Retail Hardware and Implement Association held its annual meeting and election of officers at the Occidental Hotel, Santa Rosa, California, February 9. The election of officers resulted in the re-election of James Clark Mailer for president. C. E. Haven was chosen vice-president; August D. Ketterlin, secretary, and E. E. Morrow, treasurer. The finance committee consists of A. P. Brunner of Ukiah, D. Schwarz of Napa and J. H. Steves of Petaluma. The executive committee consists of James C. Mailer, C. E. Haven and A. D. Ketterlin of Santa Rosa, J. H. Gunn of Healdsburg and N. M. Crossley of Petaluma. The retiring secretary, Arthur de Witt Brown, was made an honorary member of the association in recognition of his efficient services. Mr. Brown has been secretary of the association since its organization several years ago, and relinquishes the post because he has retired from business and intends going to Los Angeles in the near future.

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LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Divorce—Custody of Children.

QUESTION: If a man and wife are residents of the State of New York, and the wife goes to South Dakota and obtains an absolute divorce, who is entitled to the custody of their children?

REPLY: If the question is determined by the courts of this State the custody of the children will be awarded to the parent whose care will be most conducive to the children's welfare. Mother and father are now equal in their rights of guardianship over their children (Domestic Relations Law, Sec. 51 as amended by the Laws of 1899, Ch. 159), and therefore, the mother is not confronted as heretofore with the common law preference for the father. The chief concern of our courts in such cases is always the welfare of the children.

Gift—Subsequent Statement Immaterial.

QUESTION: A woman in contemplation of death, gave her bank book to her companion who retained possession of it until after the donor's death. After the book had been thus given, the woman stated in the presence of several witnesses that she still claimed to own it and that she only parted with it so as to get cheaper board at the hospital than she would have been able to do with the book in her possession. Who is entitled to the deposit?

REPLY: The person having the book, as it is well settled that the declarations or statements of a donor or assignor of personal property made after a gift or sale, are ineffective for the purpose of defeating the claim or title of the donee or assignee.

Deed—Delivery Ineffectual.

QUESTION: A man made a deed of his farm to his wife. This deed he delivered to a third person with this endorsement, "this deed was delivered as an escrow by the grantor to be handed over to the grantee, his wife, on the grantor's getting drunk again after this date." After his death, the person entrusted with the deed, upon receiving the wife's affidavit that her husband had been drunk since the date of the deed, delivered it to her and she recorded it. Has she a good title to the property?

REPLY: We think this was nothing more than a gratuitous promise to deliver a deed to the wife. It was not a deed in escrow, because it was not made pursuant to a valid contract. While the husband might have given his property outright to his wife, for the reason that he became intoxicated and that it was unsafe in his hands, his agreement to deed the property can only be sustained by showing a sufficient consideration. The husband simply promised to forfeit his property in case his appetite got the better of his judgment. The wife agreed to do nothing and did nothing. There was no consideration for the husband's promise, and as the deed was not delivered during the husband's life time, the property must pass to his heirs

NEW ENGLAND TRADE EXPANDING—TENDENCY TOWARD LARGER LIVES—SPORTING GOODS BEING ADDED—TRADE GOOD.

The business outlook in New England is better to-day than it has been for some time. In the Hardware trade there is a greater activity than is usual at this season, the outlook for a brisk Spring trade is exceedingly good.

In Providence, R. I., there is more new building being planned and more contracts actually being let than last year at this season—that is what C. W. Aspinwall, of the firm of Bosworth & Aspinwall said. This concern caters especially to the Building Hardware trade and being in close touch with this end of the Hardware business, are in good position to know trade conditions. Continuing Mr. Aspinwall said: "Business with us has been good all Winter, collections are satisfactory, and trade generally is in a very healthy condition."

Here in Providence is located one of the most progressive Hardware concerns in the East. Although only having been established four years the Union Hardware & Electrical Supply Co. has built up a trade covering the greater part of southern New England, with eight salesmen on the road. The Union Hardware & Electrical Supply Co., this month, moved into their new store, which will put the concern in a position to better handle their fast growing trade This new store is a model and when all fixtures are completed will be one of the most up-to-date Hardware stores in the East. The building is 200 feet deep by 30 feet wide, and the entire four stories and basement are occupied by the Union Hardware & Electrical Supply Co. President C. S. Angell in speaking of the business said: "We are increasing our stock in some departments—paints and oils, sporting goods, and factory supplies, and in all lines of Hardware are looking more closely after the jobbing trade." W. H. Angell is vice president, H. L. Perkins, treasurer, and W. L. Adams, secretary. These officers together with C. E. Dudley, F. S. Clark and E. A. Smith form the board of directors. The success of the Union Hardware & Electrical Supply Co. has been most remarkable and is due to the fact that each of the members of the concern are practical Hardwaremen and hustlers. The new store is fitted with every modern convenience for the rapid handling of orders—telephones connecting all departments—elevators and all stock under one roof.

A large double store at 89-91 Weybosset Street has for many years been occupied by the Belcher & Loomis Hardware Co. The store is being rearranged and so fitted that more goods can be displayed on the main floor. A large business is done in safes, of which line the concern carry a big stock.

Brown Bros. devote their entire attention to mill and factory supply trade, and each year are adding to their business in this line.

Another Providence firm doing both a retail and wholesale trade is Barker, Chadsey & Co., at 40 Westminster Street. This concern carry a complete line of Shelf and Builders' Hardware and look closely after the mill supply trade. It is worthy of note that Providence Hardwaremen are gradually taking up the line of sporting goods. Until recently this trade was largely in the hands of two or three exclusively sporting goods stores and the pawn brokers. But here as in other cities throughout the United States the Hardware dealers are adding each year some branches of the line, and it would seem that it is only a question of a few years, when the Hardware store will be the sporting goods store.

Pawtucket, R. I. Hardware trade is closely looked after by A. F. & F. Bray who carry a large stock of general Hardware, including factory supplies, tools and Builders' Hardware. Sporting goods also have recently been added and the line has been found very satisfactory. Mr. Bray said the outlook was good for Spring business.

Doing both a retail and local jobbing trade Duncan & Goodell Company have built up a fine Hardware business in Worcester, Mass. A large business is done in Mechanical Machinists Tools and this concern carry a large line.

The wire mills and wire goods manufacturers of Worcester are all busy. A. H. Parker, who is at the head of the Parker Wire Goods Company, one of the largest manufacturers in the line in the United States, said that business was unusually active all through the Winter. Mr. Parker is also interested in the Worcester Supply Co., which concern are large jobbers of specialties and sporting goods. Through this business Mr. Parker is able to keep in touch with the retail trade—and from what was said to your correspondent one would judge that business was booming throughout New England.

One of the most wide-a-wake Southern New England Hardware jobbers is Jordan Bros., of Willimantic, Conn. Both brothers are practical Hardwaremen, knowing the business from the ground up. They work the small trade of Southern New England closely, and by close attention to business have built up a large wholesale trade. Jordan Bros. recently added sporting goods and issue an attractive up-to-date catalogue of fishing tackle. The entire line of sporting goods has been found to be a good paying side line—and many of Jordan Bros.' wholesale Hardware customers who formerly bought their sporting goods in New York or Boston are now buying these goods of them. As profits are constantly being cut down on many lines of staple goods, and some branches of the Hardware trade is being taken up by other stores, as house furnishing goods by the department stores, it would seem perfectly natural for the Hardwareman to take up kindred lines such as sporting goods.

HAMMERNAIL.

THE TROY NICKEL WORKS, Albany, N. Y., with Chicago branch at 219 E. Kinzie Street, are distributing their 1905 catalogue of Alaska Stove Trimmings and Hardware. This is their twenty-third annual catalogue and price list. A specialty made by this company is the Gaitley mincer. Its construction is such that it is easily taken apart and put together when occasion requires. The crank revolves horizontally with the table to which it is fastened, which they claim does away with the tiresome stooping position required by other mincers. The knives are of hardened steel and all the parts are so adjusted that there is the least possible wear. The clamp is separated from the body and can be clamped on the shelf or table and left there permanently. The body can at any time be quickly attached to the clamp and can be placed in four different positions over the table or shelf, or reversed when a pail, jar or barrel can be placed to receive the product after being minced. Three knives are supplied with each machine to cut fine or pulverize. Substitution of one for another can be made without removing the contents. Send for their catalogue which describes and illustrates fully all of their products.

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NORTH DAKOTA RETAIL HARDWARE DEALERS

The Eighth Annual Convention of the North Dakota Retail Hardware Dealers was held at Fargo on February 1st, 2d and 3d, the sessions taking place at the rooms of the Fargo Commercial Club. The attendance was the largest and the spirit manifested the most enthusiastic of any convention held thus far. The souvenir programme prepared for the occasion was an extensive affair, containing a large amount of advertising illustrated by portraits of the president and principal salesmen of the patrons.

WEDNESDAY AFTERNOON SESSION.

After prayer by Rev. Dr. Dickinson, of Fargo, the association was welcomed by Mayor A. L. Wull, which was responded to by H. B. Allen, of Jamestown, in part as follows:

Address of H. B. Allen.

It is only fair to the Honorable Mayor that he should know who we are and what we are here for. We are the retail Hardware dealers of North Dakota, and we have no apologies to offer regarding our personality. We believe you will find our convention will not suffer by comparison with other conventions which so often meet in your convention city, whether they are business or professional men or politicians. We are at least very well satisfied with ourselves.

This is largely due to what we have accomplished in the eight years of our existence as an association. One of our objects is the



H. F. EMERY, PRESIDENT.

protection of our rights. We are what are called middlemen, and we have to watch both fore and aft. It is of vital importance that the retail dealer buys his goods right, and we have learned by experience that a wholesaler can hear far better and sooner when spoken to through the association than by one retailer who stands alone, thus proving true the old adage that "In union there is strength."

Another object is education; for no one can rub shoulders with the Hardwaremen of North Dakota without learning something which he can turn to his advantage. Another fruitful source of information are the addresses of the representatives of the wholesale houses. While our interests are not identical in every particular, yet we have a common foe and we have joined our forces to resist his encroachments on our prosperity. We do not flatter ourselves that the catalogue houses of the large cities are a thing of the past, but their encroachment on the legitimate Hardware business is handicapped by the united efforts of wholesaler and retailer.

Another source of pleasure and profit to the members of the association is the privilege of meeting and greeting the knights of the grip. I fear we do not appreciate the labors of these faithful friends. We owe much of our prosperity to them. Their visits to our places of business are a source of inspiration as well as information, and let us not forget to give them the glad right hand of welcome and as large an order as our business will justify.

The president then appointed the following committees:

TRANSPORTATION—F. Harrington, Fargo; G. S. Cole, Lisbon; John McCollum, Hope.

NOMINATIONS—H. T. Helgesen, Milton; R. L. Scott, Jamestown; E. E. Elliott, Sanborn.

LEGISLATION—G. W. Wolbert, Bismarck; M. G. Evenson, Cooperstown; Wm. Schnur, Fingal.

FINANCE—E. E. Elliott, Sanborn; W. H. Pinkerton.

SPECIAL COMMITTEE—E. E. Elliott, Sanborn; W. W. Jamieson, Wahpeton; H. S. Diesem, LaMoure.

A. F. Sheldon, of Chicago, delivered an address on the

Science of Salesmanship,

which was on the lines of his previous address on the same subject.

THURSDAY MORNING SESSION.

The first paper was an address on

Heating and Ventilating.

BY O. N. ROBERTS, ROBERTS HEATING AND VENTILATING CO., MINNEAPOLIS, MINN.

Artemus Ward, who was not a great lover of snakes, used to say that a snake's hole always reminded him of the fact that the hole belonged to the snake. To quite the same extent, although in not exactly the same way, I believe that the furnace business belongs to the Hardware dealer. Moreover, the furnace business is unquestionably one of the Hardware dealer's most valuable assets because it is one of the few things that can never be successfully carried on by department stores or supply houses. Fancy a 15-year-old girl with chewing gum in her mouth and a red ribbon around her neck making up an order for the material necessary to put in a heating plant for a 14-room house.

There are merchants who will not handle furnaces because they think it is impossible for furnaces to give satisfactory results, and their conscience as well as their business sagacity tells them that it is not well or wise to sell gold bricks to customers, no matter how eager they may be to buy. Now, it is easy to understand why a merchant should refuse to handle a line of goods in which he has no confidence, but why he should choose to remain in ignorance of the real value of warm air heating when there is so much at stake is a mystery.

For ordinary residences there is nothing in my opinion that will give more universal satisfaction than up-to-date warm air furnaces properly installed. I know there is a prevalent opinion that hot water plants require less fuel than warm air, but my personal experience has convinced me that this is not true except in houses where it is impossible to secure comparatively short runs for the warm air pipes and a thorough system of inside circulation.

Moreover, the difference in price between warm air and hot water plants will always give the former preference among people of moderate means, while those who prefer a practicable system of ventilation in connection with their heating plant and who appreciate the advantages of securing quick changes in the house temperature during the spring and fall will certainly decide in favor of furnace heat.

There is another system of heating, however, that combines many of the good features of both warm air and hot water; I refer to what is known as combination heating. Of course, if all houses were so arranged that every room could be directly reached by warm air pipes there would be very little need for combination heat except, perhaps, in some very exposed corners, but there are usually in large houses some rooms that cannot be heated successfully by any other method than hot water.

F. J. Hopkins then delivered the following address on

Credits.

BY F. J. HOPKINS, JANNEY, SEMPLE, HILL & CO., MINNEAPOLIS, MINN.

What is credit? Of what is it composed? Why so valued? As applied to your business and ours it means the power we possess to obtain the property of another without immediate payment therefor. It is composed of many qualifications, some of which are capital, integrity, ability, habits, and, in this age, the power to hustle and succeed. Why is it so valued? For the reason that modern methods make the possession of it a necessity to enable one to do business. More than 98 per cent of our sales are on credit, and a full 100 per cent of our purchases.

I wish I could tell you how to make only good credits. It would be worth some little to me if I knew. I can simply say, "Do your best," as we all have to, keeping in mind a few fixed principles. Your credits and ours are quite different, and the same rules would scarcely apply. There are some, however, that do, and I would call attention to such as honesty, ability and not being afraid to work. These should recommend to you every man applying for credit. I would also call attention to such as intemperance, laziness, lack of any capital and the man who always owes too much. These should be shunned.

An account rightly opened on the proper basis makes easy its collection. I would suggest in all cases where you open a new account or after balancing an old one, if it is again reopened, that you would try to impress upon your customer that you have in mind the pay day. When he begins his purchases say to him, "John, I am willing to give you credit and to accommodate you, but I wish to know at what time you expect to pay your account. I have my bills to meet and must figure accordingly." Get fixed in his mind a time when you expect him to pay, and, if the conditions are right, present your account at that time to let him know you remember the transaction, and it will aid you more than you think in getting your money.

Credits and collections are as close relations as the Siamese twins: the one determines the value of the other; and, in speaking of credits, one cannot ignore the twin brother.

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From years of comparison and experience covering the same field of operations I have found one combination that seldom, if ever, fails to win in business. It may be possessed by an individual, but more often by two men. It is

THE POWER TO BE A GOOD SALESMAN

and also possessing the ability to be a good collector, and not only having the ability, but making use of it. This combination very often begins business with a limited capital, but in a few years it enters the list of discounters and its progress is rapid.

CREDITS FROM THE WHOLESALE STANDPOINT.

I have endeavored up to this time to occupy a place behind your office desk and to briefly outline some suggestions that I feel will aid you in extending credit and making your collections; but you would think I had missed my opportunity at least did I not say something of credits from the wholesale standpoint. For many years the manufacturer and jobber have depended largely, and been greatly aided, in extending credit from the information furnished by the two leading mercantile agencies, Dun and Bradstreet, until they are now recognized throughout the land as the natural source for the distribution of credit information, useful alike to the jobber and retailer, and it is unfortunate that in giving your credits you cannot rely on some agency of this character to ask your customer what you sometimes think personal questions. We have also in our house for some years past made it a practice of obtaining from customers at a time when invoicing is general and the inconvenience least

A STATEMENT SHOWING THE CONDITION OF THEIR BUSINESS.

This we believe to be the best and most authentic information possible to obtain, and I desire to ask your hearty co-operation along this line. It must first be understood that the entire transaction is of a confidential nature, and the information is obtained only for our use and mutual good. The principle involved is right, because it is fair and just, that if we trust you with our money we should be allowed to at least form an opinion as to your ability to repay. Guessing is eliminated; and at this point I wish to say that your interest and your jobber's are identical. He is almost as anxious to see you succeed as you are to do so; and if in these yearly exhibits which are examined with much interest the seeds of danger are discovered—such as overcredit or poor collecting, evidenced by heavy outstandings; overbuying as seen in unusually large stocks, heavy and out of proportion indebtedness, extensive land holdings, first payments of which have often been taken from the capital of the business, and light insurance—these are, with a deep interest your jobber has in your welfare, taken up and suggestions offered for the betterment of your business. Could you know how often some one of the above weaknesses appear in statements you would be surprised. Especially is this true of insurance. If you cannot afford to charge your expense account each year with an amount adequate to pay for proper protection against loss by fire you cannot afford to continue in the business.

I would also call attention to the fact that we find many customers who do not take a yearly inventory of their stock. This indicates very lax methods or disinterest in your business. There are two very important reasons why you should take an inventory each year: First, to know the price of your labor and energy for the twelve months through which you have operated, and, secondly, to have a proper basis for the adjustment of your insurance in case you are unfortunate enough to be visited by fire.

If for any reason you object to giving personal statements to your jobber, I would urge upon you the filing each year with Dun and Bradstreet of such a showing. It has become an up-to-date business custom. It gives you the commercial rating to which you are entitled and, unless your business is in a very poor condition, will work to your good, if only to relieve you of unnecessary correspondence. Before dropping this subject I wish to say that while we discount every purchase made, we are not too good or too large to each year give both the agencies our financial statements.

Another weakness we sometimes note, especially with merchants of limited capital, is the

TENDENCY TO SCATTER THEIR PURCHASES.

This, in my opinion, is not to your advantage, for the reason that no house places great value on a trade where it is receiving only a small part of it and possibly obliged to carry some of that. You can, in my opinion, obtain as good price results from two houses in a line as more, and if with your trade thus distributed at any time you need accommodation, your business being a liberal one and only a few interested, you will find no difficulty in obtaining what you require.

I believe that the gentlemen composing this organization are disposed to be broad gauged, fair minded and to concede the jobber his own; that it would be gratifying to you to relieve the wholesaler and manufacturer of any unnecessary burden, and that there is not one of you but would scorn to pay his just debts at less than 100 cents on the dollar, and in this connection I cannot resume my seat without calling attention to an expense item on our books, representing last year about $2,000, that is unbusinesslike and unjust. It is the exchange we are obliged to pay your bank for the pleasure of obtaining your money on your personal checks. It is the hold-up of the country bank on the city jobber and manufacturer, and I believe each year this practice costs these interests of the Twin Cities $100,000, if not much more, and we seem powerless to remedy it without your help; but if you desire to aid us you can very materially reduce this expense item, and I would suggest the remedy as follows: In paying for your purchases either obtain from your bank a draft covering the amount required, which, in my opinion, can be procured by you without one cent of cost, as your banker will treat you differently from what he will us, in whom he has no interest; or, if this cannot be done, you can open an account with any of our city banks and make your payments, drawing your personal checks on an account where the funds are passed at par; or you can draw your own personal check on your home bank, learning from your banker where he keeps his Twin City or Chicago account, and using a rubber stamp stating that this check will be paid without exchange through such and such a bank. This cannot but appeal to you as fair and right, and we believe that there are many gentlemen in this association that do not know that on every check they send in there is a slight discount deducted therefrom before we can obtain your money.

G. L. Nye, of Shakopee, Minn., delivered an address on the subject,

Evolution of the Stove Business.

BY G. L. NYE.

Evolution of the Stove business may include a history of the industry, its growth, and its constant westward trend since Stove making began in the United States. It is not my intention to go into that feature of the business to any extent. Evolution of selling methods and methods of distribution interest the retail Hardwareman more. In the memory of all of us we have seen many changes in this particular. Right now we are confronted with two important problems. What will be the effect of catalogue house competition on the retail Hardwareman's Stove business in the near future? Where is the jobber, with his peculiar methods of Stove selling, taking us?

I once thought the mail order business in Stoves would grow to menacing proportions. I have changed my mind on that score to a certain extent. I still think there will be some growth in that direction, but I believe it has its limitations.

TREMENDOUS EFFORTS ARE BEING MADE BY ADVERTISING AGENCIES

to get Stove manufacturers to embark in the mail order trade, and I assure you that it is not without some attractions. One of the advertisements from one of these agencies came to me a few days since, and while it was intended to stimulate the thought of mail order business, it had the contrary effect. It read:

"Tell your story where it will be heard. Don't try to sell mail order goods to people who get into a big city department store every day. Get out into the country; country people have plenty of time to read papers. Counrty folks have just as many wants as city folks. Everything they buy, except the bare necessities of life, must come by mail from some mail order house.

As I said, this advertisement had the opposite effect on me than the one intended. In the first place the country folks are not the large consumers of Stoves. I think you will all agree with me that your sales are larger in your towns than in the country; I mean in proportion to the population. So there is still a field for profitable Stove business.

The fact that the farmer is reading will add very materially to the downfall of the mail order Stove man. Neither does he buy all but the necessities of life by mail. You will continue to see him in your towns, as his social side must be develoepd, and when you see him talk to him, asking him if he liked his mail order Stove. He will eventually tell you the truth and come to see you the next time he wants a Stove.

Another fact we must keep in mind is that although the mail order man has been making a lot of noise he has not distributed anywhere near the percentage of the total output of Stoves that many people think he has. In fact, up to the present time but

A VERY SMALL PERCENTAGE HAS BEEN DISTRIBUTED BY THE MAIL ORDER METHOD.

This is the result after years of pounding by numerous mail order concerns, some of them ranking among the largest retail institutions of the country. It seems to me that the mail order Stove business has about reached its limit.

There is, however, what I consider a more dangerous factor recently come into the distribution of Stoves, and that is the Hardware jobber. This jobber reaches further than the mail order man. He goes to all the country stores, or so-called general stores, not only in small vilages, but to the crossroads, where there is nothing but one small store. So far as the Stove trade is concerned, I think

THIS COMPETITION FAR MORE DEMORALIZING

and a much greater profit destroyer than the mail order man.

If a customer comes to you and says he can buy a Stove for a certain price from a mail order house, you know just what argument to use with him, and just what you have to contend with; while, on the other hand, if he says that Jones at the crossroads 3 miles out will sell him a Stove for so much you do not know where you are at. You do know, however, that Jones will sell this Stove at a much less profit than you will or can, so you have to let him sell it and fatten the jobber. Jones doesn't need any fat, and wouldn't know what to do with it if he had it. This jobber is bending every effort to get an outlet for his goods by the above methods, and by doing all he can to encourage new stocks in the already overstocked towns. I have an advertisement, cut from one of the leading trade papers last summer, which will bear me out in this. In it a leading Hardware jobbing house gives a list of towns where it believes Hardware retailers can profitably locate. Of this list of about 30 towns 6 have 15 to 80 population, 15 have 100 to 300 population. All of these towns have from one to two Hardware stocks now. The balance of the list ranges from 300 to about 3000 population. From the testimony of mercantile reports these are already overstocked from a retail Hardware standpoint.

I think you can all see plainly that the jobber in the Stove business is more to be feared as a demoralizer than the mail order men. The jobber will continue to grow as the wants of the country grow, but your Stove business will not continue to grow in proportion, although the aggregate of the Stove business is larger every year. The evolution of the business is in the methods of distribution.

I do not see any reason why the West should not be producing a

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large percentage of its own consumption of Stoves within comparatively few years. I believe the industry has a big future in the West. I believe that Western retailers and Western users of Stoves will have a preference for Western made Stoves. I hope that this big increase in output will be marketed through the Hardware stores and that influences which tend to cut up the stove business until it means very little to the Hardware retailer can be counteracted.

THURSDAY AFTERNOON SESSION

was opened with an address on the Twentieth Century Merchant, which was delivered by Platt W. Lyon. This was followed by remarks from several of the delegates present, and from R. A. Kirk, president of Farwell, Ozmun, Kirk & Co., St. Paul.

FRIDAY MORNING SESSION.

The first thing on the programme was an address by E. L. Garden, Souris, on

The Modern Tin Shop,

as follows:

The subject, "The Modern Tinshop," was chosen because having spent some years at the branch before going into the business myself, this is of all the branches of modern Hardware trade the one I felt I came the nearest knowing a little about.

My remarks will be directed to the dealers in our smaller towns, such as we have in the newer parts of our State. The larger cities, like Grand Fork, Fargo, etc., have a trade so wholly different from ours that a tinshop and a tinner that would be just right for these places would be a failure with us. Neither do I think for a moment that I could offer any suggestions to these men that would help them run their tinshop. I'm speaking to the merchants of the smaller towns, whose position is something like my own.

During the last decade or two every line of business has undergone great changes. Few, if any, line of industry has seen more radical changes than that of the sheet metal. I can remember as a boy watching the tinner forming with what seemed akin to magic the sheets of tin into the shining tinware. Now all that is changed.

MODERN MACHINERY DOES THESE THINGS SO MUCH BETTER AND CHEAPER

that we would not go to the old method if we could.

What then are we to do? Shall we close the tinshop entirely? or shall we adjust ourselves to changed conditions? I am aware of the *fact that many successful* Hardware dealers have no tinshop. Yet most of us have some kind of a shop, so that the question is not so much shall we have it as how shall we make it pay.

First of all, the tinner must be different from the one of twenty years ago. The old saying "that it is hard to teach an old dog new tricks" applies quite forcibly to the tinsmith of the old school. They sigh for the "good old days" when the tinner never dreamed of doing a piece of work other than that strictly in his line.

Those of us who read one of our trade journals a few years ago will remember what bitter discussion there arose in the tinshop department of that journal over a workman asking his brother tinners for information regarding the erection of windmills. Here was a man who found that his particular locality demanded that he know how to erect a *windmill and went to work to find out.*

The old school tinner hurled his abuse on the fellow who was simply following as closely as possible the demands of his particular trade.

IT IS A LONG WAY FROM THE BENCH TO THE WINDMILL,

it is true, yet most of us sell pumps, and it is only a short step from it to windmills. The ideal tinner for the shop of which I speak must then be a mechanic of broad experience. He need not necessarily be an adept in the use of the raising hammer and some other tools of obsolete sheet metallurgy, but there are numberless other lines that he can take up with profit to his employer which require no less skill. He must be able and willing to turn his hand to such work as bicycle repairing, pumps, the simple forms of plumbing and even windmills, if his trade demands it. The tinner who is not willing to adjust himself to these changed conditions will have to move or be a back number. Personally I find the pump and windmill line one of the most profitable I handle. However, up to the present time, I have had work enough for my tinner without his doing this.

Then there are many phases of the tinshop trade that wo do not push as we should. There is, for instance, that of hot air heating. This is

A LINE THAT SHOULD NET US A SUBSTANTIAL PROFIT.

It is one in which catalogue house competition does not cut a permanent figure. Therefore, if we do not make a profit it is because we cut each other's throats. So much depends on having this work properly done that the customer is willing to pay for that knowledge. In order to make a success of hot air heating it is absolutely necessary that you know how. Properly managed, I find it is a line that grows very nicely after being well started. One thoroughly satisfied customer sells several, while one dissatisfied can kill the business completely in that locality.

If you do furnace work be sure it is done right. I have seen plants installed by men

WHO DID NOT KNOW THE FIRST PRINCIPLE OF AIR CIRCULATION

and their work showed it. What is the result? Owner says, It does not heat, burns lots of coal but little or no heat to speak of except in some parts of the house. I once lived in a locality where several plants like this had been installed, and I found it was almost impossible to get a chance to talk hot air to the prospective builder. The moment you mentioned the subject he would say, "No; I will burn stoves rather than invest $175 or $200 for a rig like Neighbor Jones, and then not get any benefit." It was almost impossible to persuade those men that it was the fault of the installation and not the furnace itself.

In the tinshop as well as the rest of the store talk quality first, last and all the time. If you have to figure so low that you must sacrifice quality better let the other fellow get it; keep the standard of goods and workmanship so high that your firm name will be with the public a synonym of quality.

This was followed by an address by R. L. Scott, of Jamestown, on

Catalogue House Competition.

BY R. L. SCOTT.

In my judgment the catalogue houses have declared war on the legitimate retail dealers and are pouring shot and shell into us from every side. They have already sentinels stationed at every point where there is business. These sentinels and carriers are paid by Uncle Sam. The catalogues are their munitions of war and are at work seven days in the week, beginning Sunday morning and working continuously until the following Saturday night, every day and every night, 365 days in the year, year in and year out, while the retail merchant goes to his store at 8 o'clock, looks over his mail, and watches around to see how business is going and hears his clerks tell of a few sales they have lost from catalogue house competition. He goes to dinner at 12 o'clock, back at 1.30, goes to the bank and looks up a few delinquents, tells his clerks to keep their eyes on the gun and goes home at 5 or 6 o'clock, having worked about 8 hours, while our competitors, the catalogue houses, put in 16 or more, every minute of which is used in one direction, advertising good goods and cheap goods,

THE VERY THING TO INDUCE PEOPLE TO TRADE WITH THEM,

while the retail merchant gives about one-sixteenth of his time to trade getting.

I think we retail merchants should march out and line up as in battle. We should stand together as a unit. We should say to the jobber: "If you want our business stop furnishing ammunition to our enemies and supply us with such goods as we need to fight competition," pledging ourselves at the same time individually to the jobber that we will use such goods for that purpose only, and then advertise these goods along with other things, the same as the catalogue houses do. They offer a few items at cost and catch the trade. We should do the same, and as the catalogue competition gets stronger the closer we must deal. Stop saying yes to those that want credit and tell them why—that you can's meet catalogue house competition and sell on credit.

FIND OUT WHO AMONG YOUR CUSTOMERS BUY FROM CATALOGUE HOUSES, make a list of them, and you will be ready for them when they want credit.

Some of these people are buying from their home merchants on time and sending their money away. You can stop your part of that if you know who they are. Let them know that the fight is on and that you are in the battle to win. Meet any catalogue price (quality considered). I regard home competition one of the greatest drawbacks in contending with the catalogue competition. I am afraid to make a fight on catalogue houses for fear my home competitor will reduce the prices on Nails, an item we do not need to cut the prices on. If I say to a man, "I can't credit you, because you send your money away to catalogue houses," that man will go to my competitor and get credit. If my customer sends to a catalogue house and buys all his Builders' Hardware for a building and then comes to me for Nails I would like to charge him a profit, but my competitor sells him Nails at cost in order to get him for a customer. If every retailer would join his retail dealers' association and attend the annual meetings and get in line, read the Hardware journals, get in step and fire at every command, it would not take long to control the situation.

DO NOT TRY TO STOP THE CATALOGUE HOUSES.

If you are behind, catch up and get in the lead. If you are in the lead, work to stay there and keep there.

I sum it up like this: If the manufacturers think more of the catalogue houses than they do of the jobbers, let them sell the catalogue houses exclusively; the jobbers can attend to that. If the jobber thinks more of the catalogue house trade than he does of the retailer's, let him

SELL TO THE CATALOGUE HOUSE EXCLUSIVELY,

and let the retailer see to that. If the manufacturer wants to sell to us and sells cheaper than the jobber, then it is the duty of the jobber to cut prices to meet the manufacturer's prices, the same as we retailers have to cut prices to meet catalogue house competition. Make every jobber and manufacturer declare himself. Start at the head. Let the jobber see that the manufacturers confine their sales to the jobbing trade and let the retailers see that the jobbers confine their sales to legitimate Hardware dealers, and when this is done we retail dealers will understand better how to dodge the bullets. But when they are pouring hot lead into us from every side we do not know whether to stand or run; but when we know the source of the firing I think we can fortify ourselves and make a winning.

Every one knows that the fight is to be made by the retail dealers, and if the jobbers will furnish us the right kind of ammunition and we do not waste it for profit makers we will certainly win the battle. It takes united action to accomplish anything. The retail dealers, jobbers and manufacturers should handle this catalogue proposition through their respective associations, and in order to do that successfully every one in sympathy with us must enlist.

The address of Mr. Scott's was followed by M. G. Evenson, Cooperstown, who addressed the convention on

Wealth in Many.

BY M. G. EVENSON.

That which represents the mercantile or commercial system of our land was for years divided into three classes—first, the manufacturer; second, the jobber, and last, the retailer. That this system may still be maintained is our wish, as it represents the sole source of revenue and wealth of most of us. It surely would not be worth

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our while to examine at great length the errors of this system, which has stood so long, and must continue in order to support the outlying country, that it may not cease to prosper as it has in the past. The industry and commerce of a great country have always been regulated by the departments of the Government.

THE HARDWARE BUSINESS OF TO-DAY MUST BE REGULATED

by a State Association, which is affiliated with a national association, whose duty it shall be to ask a liberal plan of justice upon our branch of mercantile life, and see that no extraordinary privileges are given that will be detrimental to the outlying country.

Experience teaches us that the new system of mercantile life, or, as now called, the catalogue house, is causing the means of support of the Hardware merchant to be cut down too much. The capital error of this new system lies in the special privileges given. The following observations may serve to show the impropriety of this new system as it is now carried on:

This new system is acknowledged to be the distributor of only a small portion of the goods used in the country, and that part so distributed is for cash in advance, and by means of a catalogue in which are quoted prices on standard goods, which the merchant in the country cannot duplicate with any profit to himself on a credit and cash basis. No doubt

THE MANUFACTURER APPRECIATES THE CASH BUSINESS

of the catalogue house, and, I believe without a thorough study of future results, has given special privileges which he should not have given.

Surely, if all cash goes to the city and all credit to the country, the country being the larger, the credit will soon become too great for them to bear, and the new system having no credit to offer, what can our country do, as credit we must have as well as cash, in order to enable the country to grow and prosper and increase the demand for the manufacturer's goods?

The country contributes to the annual profit of the manufacturer by the credit and cash system, which is much the larger and has the maintenance of the country at large during the greater part of the year. Unless the country merchant is given some hearing, so that the credit part of his mercantile life is regularly

CARED FOR BY A REASONABLE PROFIT, THE MERCHANT CANNOT PROSPER,

and unless he does prosper he must look to other sources to make a living. When he does, what will the manufacturer do with his goods that have always found an outlet through the cash and credit system of the jobber and merchant? Let our army of merchants desert the country, and that which has enabled our country to prosper is taken away, as the catalogue house cannot get in close enough touch to enable it to do a credit business.

The purchasing power of the country being much the larger, the manufacturer ought to look upon that outlet for his goods as a fund upon which he can draw, and if he injures that fund by giving special privileges on standard goods to catalogue houses, which enables them to get out of the place in which they belong—namely, third place—he surely is reducing the outlet for the largest part of his goods.

In the past most manufacturers seem not to have considered that the multitude of merchants, by the natural effort which every man has, are continually making a better outlet for their goods, and the special privilege will soon cause the efforts of the merchant to be put upon some line of goods that the catalogue house cannot print cut prices on and send broadcast. It seems therefore altogether improper to consider the catalogue houses anything other than they are—namely, retail merchants.

I have classed the jobber, merchant and retail catalogue house as a fund upon which the manufacturer draws. Now let me add one of the strongest maintenance fund producers, that branch known as the traveling salesman.

A traveling salesman has a greater value as an outlet than a catalogue sent through the mail. To say he has not would be to say that a deaf and dumb man could get as good results on the road as a live, up-to-date traveling salesman. The drummer, in mingling with his customers and buyers in general, keeps in close touch with them. Therefore it reasons out, to one who stops and considers, that

THROUGH THIS BEING IN MUTUAL TOUCH WITH THE TRADE,

better results can be obtained for a manufacturer's goods than special privileges given as to the catalogue house.

It is upon this reasoning that I say there is "wealth in many." What manufacturer would not rather have this army of salesmen covering the country to help him get his goods before the people than catalogue houses located in some city, with but reduced prices on well-known brands of goods, and their limited circulation of this silent salesman as their only means of securing for them the business of the outside world?

It can never be to the interest of the manufacturer to discourage in any respect the industry of the many. The greater the attention given the channel through which a manufacturer's goods flow, the greater will be his fund to draw upon. The establishment of perfect justice and of perfect equality is the very simple secret which most effectually secures the highest degree of prosperity to all. Therefore it is this building up policy we all want, that the country may grow and prosper. Let us then work intelligently and patiently, singly and jointly, that we may all agree and accomplish much.

FRIDAY AFTERNOON SESSION.

Upon the opening of the session, President H. F. Emery, Fargo, delivered his annual report, as follows:

Annual Report of the President.

By H. F. Emery.

One month of 1905 has passed and already we are familiar with the new year; 1904, with its hopes and fears, its opportunities and its results, has been laid away forever. We are living in a swift and changing age. Our nation is growing very fast in wealth, and the age seems to have been reached where Napoleon and George Washington both saw through their eye of faith the greatest nation on earth. As we note the great progress that is being made we, as Hardware merchants, ask, What has our association accomplished? and we answer, It has accomplished wonders.

Compare the business done by catalogue houses in 1896 with 1904, and we must admit they have not kept pace with the growth of the country. That the merchants are guarding closer every year from buying of those who by their actions are against us is evident from the way they are getting into line. Some complaints have been made, and justly too, where jobbers have been overanxious to sell goods and have sold general stores a complete stock of Hardware. Such cases are to be deplored, but we are glad to state they are the exception to the rule as but two such transactions were reported in 1904 for North Dakota.

A few cases have been reported where jobbers have stepped over and gone outside, but in most cases there is a good reason or a misguided traveling agent that accounts for the transaction.

The whole year's record points to the belief that the jobbers as a whole are anxious to keep their lines in the regular channel of trade. It is not my purpose to name any particular house, but there are some who have caused more complaint than others, which would lead us to believe that they did not have quite the same interest in us or that their system of doing business was more lax.

The report of the National Convention will be read at this session, and will show what they are doing for us. The past year's work of the National Association has demonstrated that it is through it that the great results are being brought forth, and it behooves us as dealers to be loyal to our association and to try our best to induce those who are not already members to become such.

In conclusion I would call your attention to Hardware mutual insurance companies. Through them has the door been opened whereby an entering wedge has been driven that will eventually reduce our rates in the West as they have been in the East, and I recommend to you the Minnesota company, which has reached that point in magnitude where there is no doubt of its ability to withstand the storms.

The address of the President was followed by the

Secretary's Report,

from C. N. Barnes, Grand Forks, substantially as follows:

In preparing my report to read to you each year I find that the matter available for me to make such a report from is so similar to that of the preceding years that it makes me feel that the essential feature to make it interesting is lacking. This report, which is the eighth that I have been privileged to submit to you, will be made as brief as possible, and will contain merely a rough sketch of the work taken up by me during the past year, with possibly a few suggestions of matters that it may be advisable to consider while we are together.

From my point of view the past year has been a particularly

SATISFACTORY ONE IN THE ADJUSTMENT OF GRIEVANCES,

Our membership having increased each year has necessarily brought us in touch with more people, and the result has been that we have had more grievances reported by members during the past year than in any preceding one, and in the large majority of cases they have been satisfactorily adjusted, and in most instances without any difficulty; but several cases have required various trips of your officers for consultation.

One of the essentials necessary for making any organization of business men a success is to have

ITS MEMBERSHIP AS LARGE AS POSSIBLE

and of good loyal dealers. This is the principle on which we have been working ever since our organization was perfected in September, 1897. Thinking that it might be of interest to you to know the character of our growth since that time, I submit the following comparative table, which will give you our membership, also the number of Hardware dealers engaged in business in the State on the different dates of our annual meetings:

Date.	Dealers in State.	Members in Association.
1898	184	86
1899	190	106
1900	194	112
1901	211	122
1902	228	135
1903	246	138
1904	262	151
1905	297	182

Mr. Barnes then presented another comparative list showing North Dakota divided into counties and the Hardware dealers located in these counties, with the membership in the association.

Continuing, he said: You will notice from this table that there are seven counties in the State without Hardware dealers, and that we have members in every county in the State where there are dealers with the exception of two. In these two counties there are but two dealers and in the other one. While our membership is small in numbers as compared with other Hardware associations in the more populated States, I believe we have much to be thankful for when we are able to show the membership we have in good standing out of the available dealers we have to draw from.

The correspondence feature of association work has generally been alluded to when submitting reports and in making mention of it in this one will say that the past year shows that particular feature of our work the largest of any in the history of our association. I will not attempt to submit any figures to you in connection with the mail matter handled, but to give you

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A ROUGH IDEA OF ITS MAGNITUDE

will say that the money we have spent in postage considerably exceeds the $100 mark. I have felt that the free use of the mails was the best means available for us to keep in touch with our members and also for securing new members, so I have never hesitated in any instance to make all the use I could of this avenue.

It is quite probable there are some dealers in attendance at this meeting who can easily comprehend the volume of correspondence taken up through this office from the number of letters that have been addressed to them.

In all probability there is no one in attendance at this meeting who is not familiar with the good work that has been accomplished the past year by committees from the National associations of the jobbers and retailers of Hardware in causing the withdrawal of

MANY STANDARD LINES OF GOODS

from catalogue houses. This accomplishment alone is worth many times more to you than the dues in this association for ten years would amount to; and this would have been impossible if it had not been for the thorough organization of both the retailers and jobbers in their respective associations. While we are in session I believe it is our duty to prepare appropriate resolutions showing our appreciation of the good work done by these committees.

There is another duty we owe, and that is our loyalty to the manufacturers who are making this fight effective. We should familiarize ourselves with their goods and be particular to see that they are specified when buying, as there would be but little incentive on their part in continuing to aid us in the way they are if we did not reciprocate when an opportunity presents itself.

Of late there has been some legislative work suggested to me by our members that it may be well for us to consider while together and have referred to proper committees. One of our members thinks we should be privileged to file liens on Threshing Machinery for supplies furnished and another does not want the present mechanics' lien law changed, as is now being agitated. Another wants a law enacted preventing the sale of stocks of merchandise in bulk. To me

ONE OF THE WORST LAWS WE HAVE TO CONTEND WITH

is the present bankruptcy law and I believe it is not approved by the average merchant, and if such should be the sense of the meeting would it not be desirable to notify our representatives at Washington of our disapproval of this law by fitting resolutions and ask for at least a revision of it?

I am pleased to report that the mutual fire insurance that is being offered to us by our sister associations has been taken to very generally by our members, and a large portion of them are carrying some of the insurance with either the Minnesota or the National company, both of which, I believe, are considered equally reliable and offer the best of protection and at considerable less expense to the policy holder than the established Board rates of the old line companies.

During the past year several of our members have suffered fire losses where portions of their insurance were carried with the Minnesota company, and I believe in each instance the adjustment was made promptly and satisfactorily. I should like to see more of our members carry some of this insurance, and feel that those of you who are not carrying any of it, if you would only investigate, would not hesitate to at least divide up your insurance with the mutual companies.

The Committee of Resolutions then reported as follows:

Resolutions.

The following resolutions were adopted:

Resolved, That we, the members of the North Dakota Retail Hardware Association, do return thanks to the Author of our mercies and the Giver of all good for the privilege of meeting and greeting our friends here and for the prosperity that has attended our labors during the past year.

Resolved, That we extend to the Hardware trade papers and their representatives our appreciation of the very liberal and able manner in which they have always championed our cause and wish them to realize that we appreciate their efforts.

Resolved, That we express our appreciation of the very interesting and instructive address of Prof. H. A. Sheldon and heartily recommend his School of Scientific Salesmanship to all young business men: also of the addresses of the representatives of the jobbers of the Twin Cities and Duluth.

Resolved, That we again reaffirm our appreciation of the able and successful efforts of our respected secretary, who is untiring in his efforts to advance the interests of the association.

Resolved, That we extend to the wholesale and retail Implement and Hardware dealers of Fargo our sincere thanks for the royal entertainment given the Implement and Hardware men at Piries Hall on February 2.

Resolved, That it has given us great pleasure to welcome to our convention the editor of *The Iron Age*, the greatest Hardware journal in the world, R. R. Williams. We are proud of his presence at our meeting and bid him Godspeed in his great and glorious work.

Resolved, That we are, individually and as a State organization, opposed to any Parcels Post bill now before Congress, and particularly H. R. 17,116, introduced by Representative Cowherd, of Missouri. These bills are all detrimental to the interests of the retail merchants in all small towns of the United States. They also mean more expense to the United States Government Postal Service, which at present shows a deficit each year. Such bills mean, in plain words, that the Government is willing to aid the wealthy to gain more wealth, at the expense of the small retailer and the people. It is now becoming more a matter of thought of how best to develop small communities into prosperous towns, not how to concentrate more wealth into large towns. We therefore earnestly request that you use all your best efforts to prevent the passage of any such law. This resolution is to be sent to each Senator and Congressman of our State.

Resolved, That we request jobbers not to ship goods to consumers on our account, except with tags which show for whose account these goods are shipped, so as to prevent dealers believing that jobbers are unfair to our members.

Resolved, That the retail Hardware dealers, in convention assembled, favor the enactment of laws prohibiting the sale or transfer of stocks of goods or merchandise in bulk without first giving due notice to their creditors.

The Banquet.

A banquet was given on Thursday evening to about 500 delegates and visitors in attendance at the convention of the Hardware merchants and Implement dealers. It was tendered by the wholesale and retail Hardware and Implement dealers of Fargo and was an occasion which made an exceedingly pleasant impression as an evidence of hospitality and fraternity and on account of the high quality of the entertainment. After dinner, Hon. Joseph Hare acting as toastmaster, addresses were made by A. F. Sheldon, R. R. Williams, W. W. Collier, H. T. Helgeson and others, after which W. I. Nolan entertained the company most admirably.

The following officers were elected for the ensuing year:

Election of Officers.

PRESIDENT—H. F. Emery, Fargo.
FIRST VICE-PRESIDENT—Martin Jacobson, Minot.
SECOND VICE-PRESIDENT—H. H. Walther, Casselton.
THIRD VICE-PRESIDENT—O. I. Butler.
SECRETARY—C. N. Barnes, Grand Forks.
TREASURER—H. T. Helgesen, Milton.
EXECUTIVE COMMITTEE—W. R. McIntosh, E. E. Elliott and W. H. Pinkerton.

The delegates to the National Convention are as follows: H. F. Emery, C. N. Barnes and G. W. Wolbert.

A memorable courtesy was extended to R. R. Williams, Hardware editor of The Iron Age, in his election as a life member of the association.

National Association.

Mr. Pinkerton, of Lakota, read a communication from M. L. Corey, secretary of the National Association, in which a very concise report of the association's work, accomplished and contemplated, was given.

Tribute to Secretary Barnes.

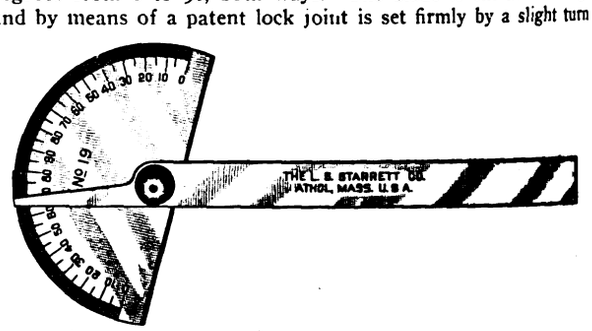
A very pleasant feature of the gathering was the presentation to C. N. Barnes of an elegant gold watch chain and Masonic charm—the charm is in three sections and contains the emblems of the York and Scottish Rite bodies in Masonry—with the inscription on the inside, "North Dakota Hardware Association to C. N. Barnes, February 3, 1905." The presentation was happily made by a chosen committee, consisting of Messrs. Harrington, Jacobson and McIntosh, the latter acting as spokesman.

By a unanimous vote Grand Forks was chosen as the place for the convention to meet in 1906.

Convention adjourned.

STARRETT'S PROTRACTOR NO. 19.

L. S. Starrett & Co., Athol, Mass., are the manufacturers of the Protractor No. 19 which we illustrate It is graduated in degrees from 0 to 90, both ways. The blade is six inches long. and by means of a patent lock joint is set firmly by a slight turn



STARRETT'S PROTRACTOR NO. 19.

of the nut. The back of the tool is flat. This protractor is accurate, and is convenient for setting bevels, for transferring angles, as a small T square, or for a large number of other uses which will readily occur to a machinist or draughtsman, and will be found reliable, and very satisfactory by any mechanic, especially those who do not care to pay for a more expensive tool.

♣

THE AMBLER SAW MANUFACTURING CO., Natick, Mass., are the authors of an interesting pamphlet of envelope size on the cover of which is the invitation "Step right in." After "stepping in" one is made acquainted with "The Tale a Band Saw Told Me" (a really interesting and instructive little tale), and other matter. The "other matter" consists of descriptive matter, prices, etc., on Band Saws, band saw sets, brazing lamps and forge, etc. The above concern claim to be manufacturers of the finest blades in use, free from imperfections and always giving entire satisfaction if machine is in order. Also, tools and machines for band and circular saws in great variety. Send for their catalogue.

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NEBRASKA RETAIL HARDWARE DEALERS' ASSOCIATION

The Fourth Annual Convention of the Nebraska Retail Hardware Dealers' Association took place at Omaha on February 7th and 8th, being held in the Convention Hall of the Millard Hotel.

TUESDAY MORNING SESSION.

Upon the meeting being called to order by President J. C. Cornell, of Ord, the following committees were appointed:

CONVENTION COMMITTEES.

NOMINATIONS—L. Pettengill, Omaha; E. S. Hayhurst, Loup City; C. K. Lawson, Hastings; C. H. Rudge, Lincoln; H. F. Moore, Alma.

FINANCE—Max Uhlig, Holdrege; V. Fried, Oakland; C. A. Newberry, Alliance.

PRESS—M. Hussle, Omaha; J. F. Goehner, Seward; Mr. Harrington, Pawnee City.

RESOLUTIONS—H. Hargierode, Holstein; Frank Haecker, Friend; O. L. Miller, Ravenna; Thomas Nelson, Diller.

INSURANCE—J. F. Goehner, Seward; L. F. Holloway, Fremont; H. J. Hall, Lincoln.

W. C. Kilen, Milford, was appointed sergeant-at-arms.

TUESDAY AFTERNOON SESSION.

The attendance at this session was very large, nearly 300 being present. After prayer by Rev. T. J. Mackay, an address of welcome was delivered by E. J. Vann on behalf of the Commercial Club, which was felicitously responded to by H. J. Hall. President Cornell then delivered his Annual Address.



MAX UHLIG, PRESIDENT.



J. C. CORNELL, EX-PRESIDENT.

President's Address.

BY J. C. CORNELL.

It affords me a great deal of pleasure to have the privilege of meeting again with you at this our fourth annual convention. As I look over this intelligent audience of representative Hardware dealers of Nebraka I see nearly all the familiar faces that met at Hastings about three years ago to start this association work on its upward and forward movement for the betterment of not only those who were present at that time, but for every dealer in the State who has been willing to lend his support to this great movement. Since that meeting we have been constantly growing, perhaps not as rapidly as we ought or as rapidly as some of us had anticipated. However, if we compare our membership at the present time with other States, our increase has been very flattering.

I will not attempt to discuss events of the past. Permit me to say to you that it is my opinion, and I think it is the opinion of every man present that had it not been for the combined efforts of every member of this association and the support that we have received from manufacturers and jobbers alike the Hardware business of Nebraska would not be on as high a basis as it is at the present time. It is true that there is altogether too much jealousy existing among our business men in some sections to make a success of anything. Rubbing up against each other once a year at our convention, however, gets us better acquainted. We find that the other fellow is not half as bad as we had thought him, and he thinks the same about us. Under these conditions and relations it is possible for us to accomplish a great deal from a commercial standpoint.

WHAT BENEFITS HAVE WE AS MEMBERS RECEIVED?

In the past year we have addressed over 1,000 personal letters to dealers, requesting them to join the association or to be present at this meeting. Many merchants who are a little reluctant in affiliating with us have responded by asking this question: "What has been accomplished by your association and what have you done in the past year?" We answer the first question by asking: "How many Hardware dealers in the United States are there who have not been benefited by association work?" Not a single one. It makes no difference if he be a member of the association or not, he has received some benefit, perhaps not as much as a member, but I know and he knows and every member of this association is aware of the fact that the dealer outside has received all his benefits at the expense of the association. What benefits have we as members received? We can refer you to plenty of them. How many years has it been since you received an invoice from your jobber or manufacturer stamped across the face with this motto: "We do not sell catalogue houses?" How long has it been, and who is responsible for the manufacturers and jobbers of the United States coming out on the side of the retail dealers in their fight against the inroads of the catalogue houses upon their trade? This you can charge up to the persevering and never tiring efforts of a few men at the head of our National Association. Among these are the president of our National Association, Mr. Bogardus, and also one whom you are all acquainted with and whom we are always glad to welcome among us, Mr. Corey, our National secretary. These gentlemen, with the assistance of other members of the National Association, are responsible alone for this great change. If you wish to know how successful they have been get a copy of the *National Hardware Bulletin*, turn to page 32, and read under the heading, "How They Stand." There you will discover that nearly every jobber and manufacturer is on record stating that under no consideration will he sell a catalogue house or a department store. This protection alone is worth enough to every Hardware merchant in the State of Nebraska to convince him that our association is what he wants and what he must have to complete the work that has been carried on so vigorously for his benefit.

RELATION OF JOBBER AND THE RETAILER.

I wish to say a word in regard to the relation between the jobber and the retailer. The jobber is the very best friend you have. How many retail dealers would there be doing business to-day in our State were it not for the friendly advice and timely assistance that they have received from this benefactor? We could not dispense with him any more than he could with us. His interests are our interests, and our success means as much to him as it does to ourselves. To bear me out in this statement and to show you the position and interest that the jobbers of Nebraska have taken in our association work, I will read a part of a letter from one of the leading jobbers of the State, to whom we are indebted for a complete list of legitimate Hardware dealers doing business throughout Nebraska, Mr. Glass, of the Lee-Glass-Andreesen Hardware Co. He writes as follows: "We cannot help but feel sure that the efforts put forth by the officers and members of your association will be rewarded in making the coming meeting at Omaha a successful one. I have had our salesmen talking this meeting and association to dealers throughout the State, urging them to be present. I desire to assure you that it gives me great pleasure to give you any assist-

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ance I possibly can in helping in the upbuilding of your association. Your success is our success, and I look forward with pleasure to your coming meeting in our city."

DON'T OVERLOOK THE TRAVELING SALESMEN.

This is but a sample of the letters we have received from jobbers throughout the State. There is one person next to the jobber that the retailer must not overlook, and that is his representative, the traveling salesman. Meet him at your door as you would a customer; give him a good, warm grip of the hand and a hearty welcome, for he as a rule is the bright ray of light that shines in once a month at our open door. Remember that he always has something for you. If it is not a proposition whereby you can make a nice thing, he always has a good stock of stories to liven you up, helping you to forget for a time your trials and tribulations.

TRADE JOURNAL INFLUENCE.

We cannot say enough in praise of the good work that is constantly carried on by our trade journals. They are fighting every move that is not beneficial. They stand for the interest of the retailer. These journals are full of good reading directly in connection with your line of business, standing up for home industry and the promotion of everything that is a benefit and a help to the retail merchant.

In conclusion, I wish to thank the officers and all the members of the association, especially Mr. Hall, our secretary, for the able assistance during the past year. I assure you of my assistance until we have completely done away with local jealousies and cut-throat competition among the retail Hardware dealers of Nebraska, and until all are working harmoniously together to exterminate evils now existing.

Then followed the secretary's report by H. J. Hall, Lincoln.

Secretary's Report.

BY H. J. HALL.

Your secretary is compelled to cut this annual report short owing to the fire which visited Lincoln on the night of January 24. All the books, papers and desks in the office were destroyed, and from memory only can this report be made.

In numbers we are stronger than last year: in interest shown among members we are sure of the future growth of our State Association. The county organization work proved effective, but lack of funds and a special delegate to look after this work impaired the final success of the plan we had outlined and were following.

Having suggested the advisability of arranging for a secretary who would devote all of his time to the association work, it is necessary for the future success of this work that the matter be decided at this time for the purpose of securing the best results.

MUTUAL INSURANCE.

The plan of effecting a mutual fire insurance company for and by the association at our last annual meeting was carried forward and the preliminary work accomplished. All of the members who signed the petition, however, failed to send in their applications, which caused your Board of Directors to forward all policies offered to other affiliated State associations under the agreement that all policies, with accrued per cent of premiums, be returned to this association, this to act as a reserve fund. It has been suggested that a number of the members of the association advance $200 each to the fire association, same to draw 6 per cent interest from date, and to be used by the treasurer as a reserve fund, from which all losses exceeding premiums may be paid, the loan to be paid when the reserve fund justifies such action. The success of other State associations makes the insurance feature an interesting business proposition, and it should receive careful consideration.

PARCELS POST.

The Parcels Post matter must be recognized by the retail merchant throughout the country as a danger needing constant care and prompt, aggressive action, as it is liable to be thrust upon us when we are not prepared to prevent the measure from becoming a law. Our national officers have been watchful of our interests, and the national secretary will give us his personal statement of results accomplished during the past year.

CATALOGUE HOUSE COMPETITION.

The wholesale and manufacturing establishments are conscious of the danger to their business through the breaking down of the retailers by reason of the octopus in the form of catalogue houses, which are reaching out to strangle the retailers. The jobbers have not only given of their time, talents and means to assist us in the efforts we have made through our State associations, but have also used their influence with many of the manufacturers, with the result of curtailing the encroachments of our common enemy. The consumer, with his eye on the nickel and his mind on the present, does not realize the ultimate ruin of his home estate in the upbuilding of the retail establishments of the larger cities, and it is not to be wondered at when we find so many retail dealers who are skeptical as to the results to be gained through association work. These people must be enlightened, and this is a part of the work of every member.

H. J. Hall then delivered the following report as treasurer:

Treasurer's Report.

Balance on hand Feb. 10th, 1904	$4.78
Receipts for the year 1904	752.15
Total	$756.93
Disbursements	745.67
Balance on hand Feb. 7th, 1905	$11.26

There is also one hundred dollars due us from the programme, with no bills unpaid. This is the best financial showing the association has made since organizing.

J. D. Kenyon, Chicago, representing the Sheldon School of Scientific Salesmanship, delivered an interesting address forwarding the views of the school and its work.

M. A. Hargleroad, of Holstein, then read a paper on

Meeting Catalogue House Competition,

from which we make the following extracts:

THE GREATEST QUESTION BEFORE THE RETAIL TRADE.

In addressing you upon this important question—meeting catalogue house competition—I do so, believing it to be the greatest question before us. This question not only interests the retail Hardware dealers of Nebraska, but interests every dealer in our land. It is a question in which I hope every dealer here present will take a part.

While there has been a great deal said already, I think the largest part is yet untold. As retail dealers we find ourselves hampered by two kinds of catalogue competition.

JOBBER SHOULD CO-OPERATE.

First, is the catalogue house known as retailers, who send their catalogues broadcast just for the asking? This class of competition can be met only by the aid of the jobber, and, I am sorry to say, but few have come to our assistance yet. The retail dealer is willing, and I believe will be glad to do the business for a small compensation if the jobber would but meet the catalogue price on such lines as are fully identified. The only hope in the past, and for the future, as well, to avoid this competition, is the special brands of jobbers and factories who do not permit their brands to be handled by illegitimate competition. This field has not been fully covered yet and we must handle some lines handled by this competition. There are a great many low-grade goods handled by the catalogue house that are not furnished by the regular trade, and a great many dealers know but little of them. These goods had ought to be handled by the regular Hardware jobber; it supplies the retail dealer with unquestionable proof of like quality. There are but few sold, the effect cannot be denied.

* * * *

CASES WHERE DEALERS LOSE MONEY.

We might ask, where did the catalogue house come from? I am not finding fault with the jobber, it is his method of doing business. I believe he wants to be our friend if he only knew how. And if he will make us the price and furnish us the goods, I, for one, will be willing to give him the middle of the road.

We often hear of cases where dealers secure orders by meeting catalogue competition and lose money by so doing. How many such deals will it take to finish a common every-day Hardware man? If there is anything I dislike, it is to have a customer tell me he can buy goods cheaper than I can. I have done a great deal of advertising along this line of meeting catalogue competition in the way of catalogues and circulars.

TAKES NO BACK SEAT.

I have always given the trade to understand that I take no back seat for any competition. I have gone so far as to advertise that I make prices in my line on every market in the United States, in all cases will save the remittance, in some cases part of the freight, in others all the freight, money to accompany the order. Money to accompany the order should never be left out. By this advertising I have secured the business of some of the best catalogue customers; but am sorry to say, that in almost every case I lost money, except where I could coax a jobber to credit me back. A few jobbers will do this now; many will not. And if you make a fuss about it they will tell you this is the retailer's fight.

MIGHT COMPROMISE.

We might compromise with the catalogue house by giving them our business. Some dealers do. But is not this a deplorable condition, playing traitor, going into the enemy's camp? I hope no dealer will be guilty of this again.

* * * *

JOBBER HERE, RETAILER THERE.

Second, we have the catalogue house jobber. I believe under the heading of my address I will be permitted to speak of this class of catalogue competition also. These people parade in our locality as jobbers, that is, if the dealer in that locality buys of them. In other localities where the dealer does not buy of them, they are retailers, that is, they sell goods to the consumer at jobbing prices. This, I consider the most low, degrading competition with which we have to contend. This has been practiced in my territory for years. Where one house is satisfied, another is not, so there always seems to be one left to sell to the consumer.

The matter was also touched upon by a number of delegates. W. S. Wright, of Wright & Wilhelmy, dwelt at length upon the work of the Joint Committee, and his detailed statement of what had been done was listened to attentively, the Omaha jobbers refusing utterly to sell to catalogue houses.

Remarks were also made by F. E. Muzzy, of the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., in which a discussion of the catalogue house business from the standpoint of a manufacturer, explaining the course of his company in marketing its line of goods. His remarks were listened to with more than the usual interest.

An interesting address was delivered by M. L. Corey, the secretary of the National Retail Hardware Dealers' Association, and a member of the Joint Committee, relating how that committee has accomplished their work by which 500 manufacturers had put themselves on record as being opposed to the sale of goods to such houses, while, when unable to do that, they were successful in having the goods quoted at prices which permitted a reasonable profit to the retailer.

WEDNESDAY MORNING SESSION.

President J. C. Cornell, of Ord, called the meeting to order, after which W. S. Wright, of the Wright & Wilhelmy Co., Omaha, addressed the convention on

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The Relation of Jobbers and Traveling Men to the Retail Dealers' Association.

from which the following extracts are made:

* * * *

The jobber, retailer and traveler are mutually independent and their relations can be likened to ball bearings which work together in the same groove. In mutual organization there is mutual strength. To be felt an organization must be close and effective. A small stick is easily broken, a bundle of twelve is hard to break, and three bundles of twelve take an ax to break. I would like to see this organization welded together so it would take an ax to break it.

In regard to the traveling men, would say, as it is of mutual benefit and advantage to the retail dealer, if he listens to what he has to say regarding the best method of distribution, meeting catalogue house competition, increasing business and making more money. Every traveling man is interested in retail Hardware associations. The jobbers and retailers are all deeply interested in the question of catalogue house competition, as is shown by the meetings of the recent Catalogue House Joint Committee. They were in session for a considerable time and met many manufacturers, nearly all of whom fell in line. All manufacturers appearing before them agreed that they would not sell to a new catalogue house if one started up. Omaha is a pioneer in the elimination of catalogue business. Five or six tried to start here and only one made any kind of a start. If every other market was as firm as Omaha, the catalogue house business would not be what it is to-day. It is absolutely necessary for the retailer and jobber to hang together or hang separately. It is a long, hard road that leads to success, but we are on the way. You gentlemen came here at more or less inconvenience to look after the interests of the trade, but there are some men who will work harder to make a competitor lose a dollar than to make one themselves. You should get the friendly co-operation of your competitors. The interests of jobbers and retailers are identical. The success of one is the success of the other. The failure of one is the failure of the other. If they work together, in less than two years' time the Hardware business will be more profitable and satisfactory than ever before.

The address of Mr. Wright was the cause of considerable discussion, participated in by the delegates.

F. D. Kees, Beatrice, Neb., then read an admirable address on the subject,

How to Graduate from a Retailer to a Manufacturer.

BY F. D. KEES.

The subject assigned to me makes it necessary for me to draw very largely from my own experience. When I was 14 years of age, as is customary in Germany, I was apprenticed to a locksmith. I worked for him for three years without wages, besides paying him a bonus for the privilege of doing so. No one had heard of the eight-hour day then—we worked from 6 in the morning until 8 at night. I engaged very actively in the manufacture of Nails, working the bellows while scrap iron was worked up into nail rods and these into Wrought Nails. All this work was, of course, done by hand and the Nails were worth somewhat more than they are to-day. The tools also were primitive. I remember that we sharpened our tools on a block of stone lying in water. I continued this work after I became a journeyman, but then I received wages amounting to the magnificent sum of 15 cents per week.

In 1869 I emigrated to this country and found work in Newark, N. J., as tool maker and later as steel engraver. I spent the summer of '73 visiting a brother where Filley, Neb., now is, returning to my work in the fall. Then came the historic Black Friday and I was out of work. After a few weeks of idleness I went to Reading, Pa., where I found employment in a small railing shop at $9 per week. As a Christmas present I received my discharge. I soon picked up a little work from carpenters and others making steel stamps for making tools.

While working one day in my room my landlord came in quietly without knocking. I suppose that the old gentleman thought that I was helping Uncle Sam to increase the circulating medium, which was very scarce at that time. He informed me that the Reading Hardware Co. was advertising for a tool maker. We went to the works and I went to work, but a strike of the molders soon tied up the whole plant. Lying around and doing nothing didn't suit me, so I packed my trunk and struck out for myself making stamps. This brought me from $5 to $10 per day. What could be done in Reading could be done elsewhere I reasoned, and the farther West I went the better the field. I had about $150 and felt that the world was mine.

I reached Nebraska City in August, 1874. The first venture as a manufacturer had proved a failure. I stayed with a brother for about two months, making a set of stencil dies for myself and making stencil plates. In the latter part of Octobor I went to Lincoln and secured work in a gun shop. After a very short time I quit, and November 14, 1874, found me in Beatrice intending to spend the winter with my brother on the homestead, but an opportunity came to establish myself in business. I had a chance to invest my capital, consisting of a pair of good arms and willing hands, $6.50 in cash and some credit, in a gun shop, which I, with the help of a brother, bought for $20. You see I was getting fairly started and was about as well fixed as the rest of the old settlers.

Business was pretty dull; the drought and grasshoppers had cleaned out the country. During the winter I changed about one-half dozen old army Guns into Needle Guns. When the spring immigration to the Black Hill gold fields came business boomed. One day I sold my whole stock of Needle Guns to an outfit for $50 or $60. This was more than I had seen for a long time, and it put me on my feet and set me up in business. For the next six years I was strictly in clover, repairing Firearms, Sewing Machines, Mowers, Printing Presses and Wind Mills, charging 50 cents an hour by the clock. An old friend used to say that this clock ran 24 hours while most clocks were going 10.

STARTING THE HARDWARE BUSINESS.

In 1880 I started in the Hardware business, but still carried on the Gun shop. That year I commenced the manufacture of Flower Stands and Window Brackets. Later I bought an interest in a calf weaner patent, which, however, was not a success. I hardly think I got my money out of it. In the fall of 1892 the Lilly Corn Husker was added to the line. You are all familiar with the success of this Husker. It was a hard pull to educate the great American farmer, but it was a steady, determined pull to make it win; and while I was not able to reap the full reward of the invention I have no fault to find and am perfectly willing to go through the same experience again. Four years ago the Cossett Suspension Hinges and the next year the Storm Window Screen Fasteners were perfected and put on the market. This gave me both spring and fall business and kept the little factory busy. The product finds its way to every part of the country. The gunsmith's shop has now grown into a well-known factory—a slow process, but nevertheless quite satisfactory to me. It has kept me busy to look after both my retail Hardware and my manufacturing business, and this has kept me from getting into mischief. I have had my ups and also my downs, but my practical knowledge has pulled me out every time.



F. D. KEES.

From the account of my own experience you will see that I have always been a manufacturer, to a greater or less extent. But I am reminded that my subject is not how I graduated from a retailer to a manufacturer, but how to graduate. What I have already said would indicate that the retailer who wishes to make this change must prepare for it far in advance. He must use great care in selecting his parents and the place of his birth in order to be better fitted by heredity and surroundings to conduct the business in which he later expects to engage. If he then follows his natural inclinations and learns some mechanical trade he is almost certain to become a manufacturer sooner or later.

Speaking seriously, nothing is more natural than that

CERTAIN HARDWARE DEALERS SHOULD BECOME MANUFACTURERS.

Many of them were practical tinners, gunsmiths and blacksmiths before they began to sell Nails and Stoves. The Hardware store is the best place on earth to learn what the people need or think they need. The average customer, moreover, feels free at all times to tell the dealer what is wrong with the goods offered for sale. If the dealer has, with proper foresight, equipped himself for his graduation, he will be called upon from time to time to make articles which cannot be purchased. These suggestions will set him to thinking; the result is an invention which is given a trial by the dealer's customers. If they pronounce it a success a patent is secured, some illustrations printed, and the manufacturer packs his model and testimonial letters and takes a trip to visit the wholesalers.

Being a good customer of the house he is now trying to interest, he is received and listened to with more consideration than the ordinary inventor. Nevertheless he is probably advised to work up a demand for his product. This means a campaign of advertising, letter writing and unprofitable traveling. If the article has merit a demand will gradually grow up. The next time the wholesaler is visited he will place an order. The graduation is complete.

This business is particularly pleasant for two reasons—first, because the territory in which the business is done is so large that it is not affected by local crop conditions; second, because most of the business is done with business men, most of these being Hardware dealers, who are always ready and willing to help a brother Hardware dealer introduce some new article if it is something for which they have been looking or if it supplies a want. Personally I am

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indebted to you all for the hearty support and courteous treatment I have received as a manufacturer.

WEDNESDAY AFTERNOON SESSION.

The first interesting item of the programme was an address by M. L. Corey, Argus, Ind., who explained in detail the amount of work done combating various trade evils.

The next place of meeting was decided upon as being Lincoln.

The Committee on Resolutions made their report, in which they returned thanks to everybody for the assistance they had given to make the meeting a success.

The Nominating Committee then made their report as follows:

OFFICERS FOR 1905.

PRESIDENT—Max Uhlig, Holdrege.

FIRST VICE-PRESIDENT—Albert Degner, Norfolk.

SECOND VICE-PRESIDENT—Frank Haecker, Friend.

THIRD VICE-PRESIDENT—M. A. Hargelrode, Holstein.

TREASURER—H. J. Hall, Lincoln.

SECRETARY—J. Frank Barr, Lincoln.

EXECUTIVE COMMITTEE—N. Roberts, Omaha; C. A. Newberry, Alliance; Alex. Meyer, Falls City.

DELEGATES TO NATIONAL CONVENTION—J. Cass Cornell, Ord; H. J. Hall, Lincoln. ALTERNATES—Morris Hussie, Omaha; John McGrath, Hastings; Frank Haecker, Friend.

F. E. Muzzy, of the J. Stevens Arms and Tool Co., then made a few remarks, in part as follows:

"You are our distributors, and we prosper as you prosper. The Hardware dealers rank high in the commercial world, and are among the shrewdest of buyers. They were the first to organize and to-day they have the best series of State associations and the best national association of any trade. And the work of the two closely fits together.

"If grievances are presented by associations as strong as yours they naturally receive serious consideration. Every Hardware man in the United States should join the State associations. The Hardware associations are still young, but they have done more to check inroads of catalogue house competition than all other lines of trade put together. The catalogue house is here to stay, and they will have no difficulty in securing Hardware which is marketed by from three to four hundred jobbers."

Mr. Muzzy then went into detail, explaining the experience of his house in fighting the catalogue houses on behalf of the retail trade. One disagreeable feature of this fight which he had had with these houses was that he had found that some jobbers, even some members of the National Hardware Association, were eager to sell these houses.

One day the president of a catalogue house said to him, "You have spent more money in keeping your goods from us than any one else we know of."

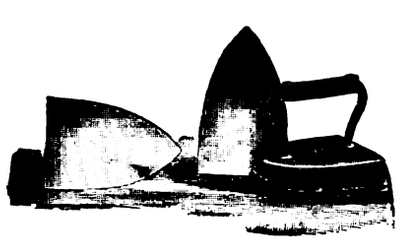
Owing to the stubborn fight made by this firm, retailers are now able to meet the price and make a profit. He said: "Our firearms are the most profitable dealers can handle, and we propose to protect you."

At the conclusion of Mr. Muzzy's remarks a vote of thanks was voted to Mr. Muzzy and also to the J. Stevens Arms and Tool Co. for sending him out. Mr. Muzzy was also invited to attend the meeting of the convention in Lincoln in 1906.

The convention adjourned.

BLACKLOCK FOUNDRY SAD IRONS.

The Blacklock Foundry, South Pittsburgh, Tenn., is noted for the production of Stove Hollow Ware, Sugar Kettles, English Pots, Grates, Etc., but especially for the finest assortment of Sad Irons that is known to the trade. Their common sad irons,



BLACKLOCK SAD IRONS.

which they produce to fill all requirements, from one pound in weight to twenty pounds; can be finished in black, bronze, aluminum or full nickel, or in any style demanded by local trade. They make a Sleeve or Flouncing Iron that meets the approval of the trade, the blunt nose being so shaped as to ensure perfection of work, especially on children's garments, that commend it to every household. They are made in two sizes 3 and 4 pounds each, the bodies being coated with heat proof aluminum, with the face, toe and heel highly polished or nickel plated. Then their lines of pressing or Tailors' Irons made in sizes of fourteen to twenty-six pounds, which in these days of pressing clubs, no Hardware merchant can afford not having in stock. Send for one of their latest catalogues and have your stock up-to-date.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C, and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 7, 1905.

377,478. METALLIC MAT OR FLOOR COVERING. W. O. Bement, Worcester, Mass.
377,474. WINDOW GLASS SETTING. J. V. Auth, Pittsburgh, Pa.
377,514. COFFEE POT. H. B. Cornish, Blue Earth City, Minn.
377,522. SASH FASTENER. J. B. Kester, Clarksburg, Va.
377,528. SAW FILE ADJUSTING WEIGHT. W. Moore, Mooney, Ind.
377,545. CLOTHES WRINGER. W. M. Brinkerhoff, Auburn, N. Y.
377,562. LAWN MOWER. E. Kelley, St. Louis, Mo.
377,565. NAIL EXTRACTOR. G. W. Lane, Bristol, Conn.
377,616. STEP LADDER. J. Hill, Wilkes Barre, Pa.
377,637. POCKET SCISSORS. A. Pauls, Brooklyn, N. Y.
377,645. BENCH PLANE. J. H. Shaw, New Haven, Conn.
377,704. SKATE. J. A. Whelpley, Keene, N. H.

PATENTS ISSUED FEBRUARY 7, 1905.

781,655. PAWL FOR SHADE ROLLERS. W. D. Janes, Saginaw, Mich.
781,710. SLIDING DOOR SHEAVE. E. E. Bright, Morris, Ill.
781,743. DOOR FASTENER. M. O. Royce, Somerville, Mass.
781,744. FIRE EXTINGUISHER. E. Schaefer, St. Louis, Mo.
781,771. PLANE. W. H. Gardiner, Jr., Park City, Utah.
781,772. SNOW SHOVEL. J. Clifford, Watertown, N. Y.
781,776. FISHING REEL. A. E. Leaver and W. H. Leaver, Chicago, Ill.
781,794. ARTIFICIAL BAIT. C. H. Smith, Lagrange, Ind.
781,814. DUST BEATER. C. V. D'Ossone, Philadelphia, Pa.
781,917. EGG BEATER OR CREAM WHIPPER. H. A. Smith, Dillsburg, Pa.
781,985. VEGETABLE CUTTER. C. Amon, Cleveland, Ohio.

PATENTS EXPIRED FEBRUARY 14, 1905.

377,733. COMPINED LATCH AND LOCK. J. Adams, Clay Center, Kans.
377,755. WRENCH. F. S. Hazleton and C. Leach, Norton, Kan.
377,759. CUTTING NIPPERS. R. H. Johnson, Chattanooga, Tenn.
377,783. ROTARY TOOL DRIVER. G. F. Shaver, New York, N. Y.
377,790. CORK EXTRACTOR E. Walker, Erie, Pa.
377,815. KNOB LOCK. L. A. Selleck and G. J. Keenan, Brooklyn, Mich.
377,838. WEATHER STRIP. L. M. Pratt, Belleville, Kan.
377,847. CARPET STRETCHER. J. Carter, Emporia, Kan.
377,852. DOOR CHECK. S. H. Giesy, Washington, D. C.
377,910. GATE HINGE. J. B. Pugh, Indianapolis, Ind.
377,926. ATTACHABLE AND DETACHABLE BACK FOR RAZOR BLADES. A. V. Brokhahne, New York, and C. Langbein, Brooklyn, N. Y.
377,955. COMBINED MOP AND BRUSH. A. W. O'Blenus, River Edge, N. J.
377,927. DOOR SECURER. S. R. Campbell, Buffalo, N. Y.

PATENTS ISSUED FEBRUARY 14, 1905.

782,327. SEPARABLE HINGE FOR STORM WINDOWS. J. Diehl, Sheboygan, Wis.
782,374. HINGE BRACKET. E. R. Argenbright, Staunton, Va.
782,396. SAW. J. L. Hiers, Atlanta, Ga.
782,501. SAD IRON. J. M. Harper, Chicago, Ill.
782,491. DOOR HANGER. F. B. Cook, Chicago, Ill.
782,572. WRENCH. W. H. Leister, Kittanning, Pa.
782,625. DECOY DUCK. J. H. Rimpler and S. C. Self, Goshen, Ind.
782,648. FAUCET. F. Gaensslen, Gmund, Germany.
782,721. SHUTTER BOWER AND FASTENER. S. E. Brown, Frederick, Md.

BISSELL CARPET SWEEPER CO.'S LETTERS TO THE TRADE.

During the coming year the many customers of the Bissell Carpet Sweeper Company scattered throughout the world will receive a monthly letter that they claim will be of intense interest to their readers. They have issued thus far two letters this year: one in January and one in February, both containing topics of interest to dealers in carpet sweepers. Should any of these series of letters go astray, the Bissell Carpet Sweeper Company would be very glad to furnish copies of same from either their Grand Rapids or New York offices.

"Women accept the confusion of stalwart manhood as the profoundest tribute to their own power."

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RECENT TRADE PUBLICATIONS.

ATLAS BOLT & SCREW CO., Cleveland, Ohio, are distributing a new pamphlet catalogue in which is given list prices of their products. The book is neat and well gotten up, having a marginal index greatly facilitating the finding of any desired line of goods. Their products consist of stove, tire, carriage and machine bolts, machine screws, rivets and pins, special bolts and screws, cold compressed hexagon, square, chamfered, trimmed and plain nuts. They state that all of their output is of the best that workmanship and material can produce; prices always the lowest consistent with this standard of quality. Their packages are secure and neatly labeled, and they state, no goods leave their factory unless in first class condition. The company solicit samples or sketch of any special style desired for quotation. Send for one of their catalogues.

THE NEW DEPARTURE MANUFACTURING CO., Bristol, Conn., John H. Graham & Co., Selling Agents, 113 Chambers Street, New York City, have recently issued a new catalogue of Bicycle Sundries for the season of 1905. The book has an attractive cover, and is excellent in all respects. The above concern claim to be the largest and most completely equipped plant of its kind in the world. They manufacture the New Departure Bicycle bells, door bells, car and fire bells, tea and office bells, cyclometers, coaster brakes for bicycles and tandems and motor cycles, plain front and rear wheel hubs, and a general line of cycle sundries. Electrotypes, as per cuts in their catalogue, and printed matter bearing your name and address will be furnished upon demand. Additional information to that found in the catalogue regarding their coaster brakes, new line of hubs and cycle sundries can be found in special literature, which together with their catalogue, they will be glad to send upon request.

WARREN AXE & TOOL CO., Warren, Pa., are the authors of a very fine pamphlet catalogue of sixty-four pages, exploiting their line of axes and lumberman's tools, etc., the first page of which presents a very good view of the site of their factory. In presenting this catalogue, they call attention to the fact that they are the sole owners of the Sager Patent Chemical process for treating metals, with which the highest grade of silver steel is used exclusively in their highest grade products. They state that this grade is purchased by many of the most particular jobbers in the United States in solid car lots, which should be a sufficient guarantee as to the merit of their product. The capacity of their plant is 1500 axes daily, which insures prompt delivery. Write to-day for catalogue.

THE BALDWIN REFRIGERATOR CO., Burlington, Vt., have issued a four page folder exploiting their new Burlington Refrigerator, which they line with Silvery Nicolene, a bright metal that, they claim, will not tarnish or corrode. They attach a sample of the Nicolene to their folder and it certainly seems to hold up the reputation the manufacturers claim for it that it will not crack or peel off. All the cleaning that is necessary is to rub the surface periodically with a soft damp cloth, then with a dry one which will insure you a refrigerator with an interior as bright as a mirror. Send for above folder and learn more about the new Burlington Refrigerator and its Nicolene lining.

THE CLEVELAND LOCK CO., Cleveland, Ohio, manufacturers of hasp locks, corn huskers, spring hinges, strap and T hinges, square auger bits, miners' candlesticks, lawn sprinklers, wire scoops, safe edge forks, and steel shelf brackets, are presenting to the trade their price list No. 14, and request that all previous lists be destroyed. A specialty made by this company is the Hercules steel shelf bracket which is made of one piece of highest quality steel; strong and stiff, being so constructed as to give greatest strength, and still be very light in weight, thus saving in freight. They are double at shelf end where the most strain comes, and have a positive riveted brace, no clips or nibs. They are finely japanned and packed neatly in telescope boxes. For further information, send for catalogue.

THE BERGER MANUFACTURING CO., Canton, Ohio, are placing in the hands of the trade an attractive catalogue, exploiting their metal furniture and equipment. The book is entitled "Steel, Style and Safety," and is high grade in every particular, being illustrated throughout. By a special process of their own they are able to produce on their goods a very beautiful and artistic finish which carries a high gloss and yet is extremely durable and difficult to deface. The book will be found most interesting to those who appreciate durability, economy of space, fire proof furniture, etc. They state "We always deem it a pleasure to receive suggestions from persons interested in the equipment of their offices with specially made furniture. A contract is neither too large nor too small to receive our most prompt and careful attention." Write to-day for catalogue.

THE AVERY STAMPING CO., Cleveland, Ohio, have sent us, among other printed matter, a four page folder exploiting their patented plain back shovels and spades. This folder is a price list and supercedes all previous lists, effective December 1st. In the construction of the above goods, the blade and socket are forged from one piece of steel. They can be made extra heavy if desired. The Avery people are the sole patentees and manufacturers of these goods. The brands they make are the Never-Break, National, Buckeye and Mohawk. Another attractive circular advertises the Never-Break steel hollow ware, forged steel garden trowels and extra heavy retinned steel covers. One side of this folder presents a picture of the "Beasts of the Wood" playing ping-pong with the Never-Break spiders. Send for the above circulars for further information.

THE HARRINGTON CUTLERY CO., Southbridge, Mass., have recently gotten out an attractive catalogue of the Dexter Knives and Blades this being their catalogue No. 5. It is in large pamphlet form and contains 48 pages. The Harrington Company have offices at 7 and 9 Warren Street, New York; 12 State Street, Chicago, and 109 California Street, San Francisco, Cal. They state that in the making of Knives and Blades they are not limited to the styles shown in their catalogue, but make to order from special designs or patterns anything within the scope of their facilities, and are always pleased to submit samples and prices. Such styles as may be termed regular they carry in stock, special orders are promptly executed. They also state that new and greatly improved facilities are employed, including one of the best equipped hardening rooms in the country. A special envelope size folder included with their catalogue exploits the "Dexter" Butcher Knife which was used in a beef killing and dressing contest by the prize winner. Send for their catalogue. It will be found of unusual interest.

THE HICKOX, MULL & HILL CO., Toledo, Ohio, are presenting to the trade a new and attractive 17-page pamphlet designated as the "Toledo" Text Book. This book is devoted to their garden seeders, plows, cultivators, weeders, mulchers, hillers and wheel hoes. They claim they make "The only complete line of Garden Tools west of the Alleghenies and the only modern line on Earth." They also claim that by improved methods of cultivation made possible by the use of the Toledo garden tools they have peas, lettuce, radishes and corn each season so early that their neighbors are only "dreaming of the good things to come." The soil in which their experiments are made and tons of the finest garden stuff produced, they state, is largely waste land, such as their neighbors pronounced worthless—said they wouldn't get their seed back, etc. Part of it is a bed of yellow sand, the natural product of which was a beautiful crop of sand burrs. Another part, they state, is a clay sink or swale between sand hills, all of which commends the use of the implements used. Their catalogue will be gladly sent to those interested.

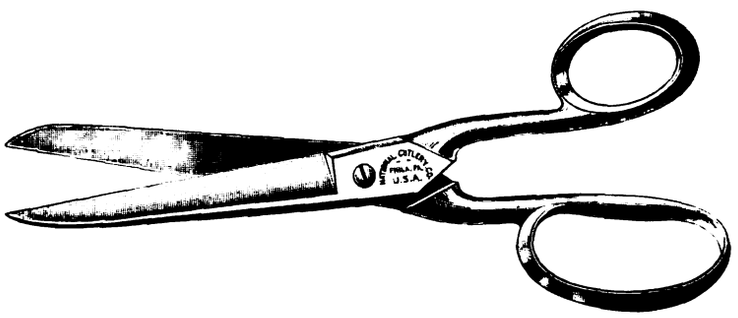
THE JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have sent us another publication, the title of which is "Graphite for the Motor," which includes some accounts of many great benefits derived from the use of lubricating graphite on motors, together with descriptions of certain graphite lubricants made by the Dixon Company. The book is high grade and up-to-date in appearance and worthy of the firm from whom it comes. The printing is excellent and heavy coated paper is used; the illustrations are very fine half tones. The lubricants described are only those which will be found useful for one special class of machinery—motor cars and motor boats. The Dixon Company publish a great many special circulars and booklets devoted to Graphite Lubrication and Dixon's graphite lubricants. Copies of these will be freely sent to all who desire more detailed or technical information.

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NEW GOODS AND SPECIALTIES.

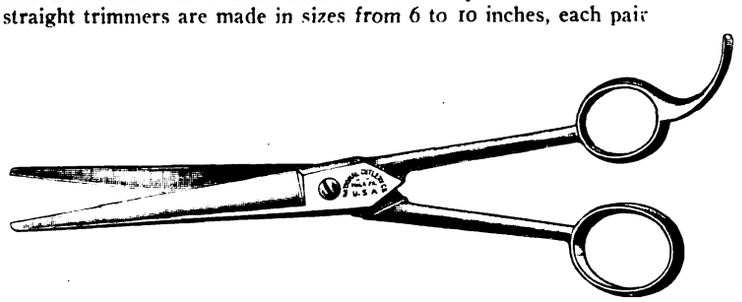
ALL STEEL SHEARS.

The National Cutlery Co., Philadelphia, Pa., are manufacturing Solid Steel Shears, something entirely new in this important line of goods, and we give an illustration both of the Straight Trimmer and the Barber's Shear. The Solid Steel Shear, among its many advantages over the old style of shear, is lighter in every



ALL STEEL STRAIGHT TRIMMERS.

part for its length than usual, the increased strength due to the use of steel permitting this feature. The decrease in weight also makes the shear easier for the operator when he has to handle it in a more or less continuous use. The shape of the bows has been altered so as to conform better to the shape of the hand and the blades have been made considerably narrower. The straight trimmers are made in sizes from 6 to 10 inches, each pair



ALL STEEL BARBER SHEARS.

packed in a separate box. The barber's shears are made in the popular French pattern, with full nickel plated handles and polished blades, in three sizes, 7, 7½ and 8 inch, packed one-half dozen in a box. In the manufacture of these all steel goods, special steel is used and very careful work is put on them, which it is claimed by the manufacturers, makes them of a greatly superior quality.

SAVAGE TARGET MODEL "SINGLE SHOT" RIFLE.

The Savage Arms Company, Utica, N. Y., are the makers of the rifles for target shooting, which we illustrate herewith. No rifle will appeal so strongly to the target shooter who desires to use the inexpensive .22 caliber ammunition as this Savage. It is chambered for the short, long and long rifle cartridges only and

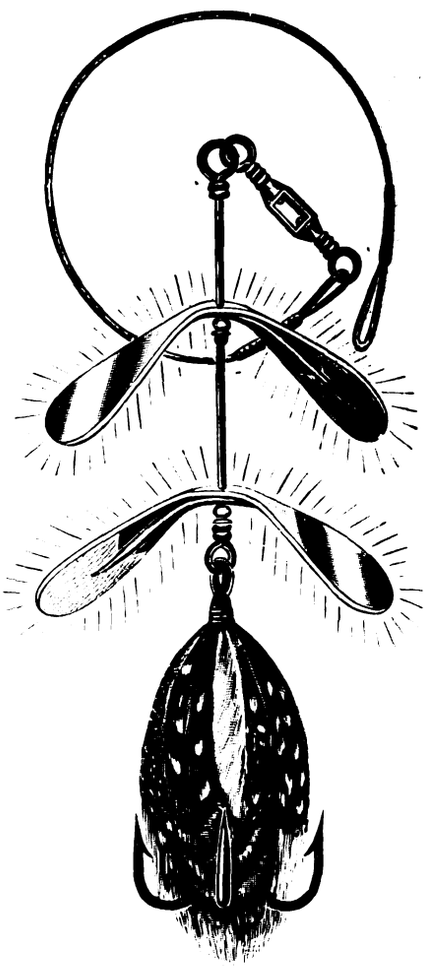


SAVAGE TARGET MODEL "SINGLE SHOT" RIFLE.

a special rifling gives the greatest accuracy with these loads. The arm weighs 4¾ lbs. and is well balanced, especially for off-hand shooting. The Swiss butt plate and heavy barrel 22 inches in length are two of its special features. Longer and heavier barrels cannot be supplied. More important, however, is the adjustable screw, which regulates the pull. No matter what your idea of the trigger pull may be, it may be obtained almost instantly with this new Savage device. The adjusting screw is located on the under side of the trigger and may be instantly reached by simply taking off the stock. Standard Sights are an Ivory Bead front with the famous Savage Micrometer rear. Standard specifications only. 22 Inch Round Barrel, .22 Caliber, Weight 4¾ lbs. Swiss Butt Plate.

PFLUEGER'S LUMINOUS TANDEM SPINNER.

The Enterprise Mfg. Co., Akron, Ohio, are the makers of Pflueger's Luminous Baits, one of the most popular of which is the Luminous Tandem Spinner which we illustrate, which, when in motion so strongly suggests the sure enough wriggles of a live minnow that it is universally successful. They spin with a remarkable freedom. Pflueger's Luminous Baits are artificial lures now made in every conceivable form and shape of insect and small fish life, used in the successful capture of larger fish, which when placed in the waters emit a phosphorescent glow and the luminous properties of this glow, together with the artificial appearance of the bait, attract fish to them from unusual distance. The shine is not a brilliant one, but just enough to represent the unusual glittering scales of a live fish in the water, and when applied to trolling or other baits gives out an extremely alluring effect, especially at night when invariably the best fishing prevails. They are unequalled for day use and are more successful than any other baits for dark, deep or roilly (stirred up) waters.



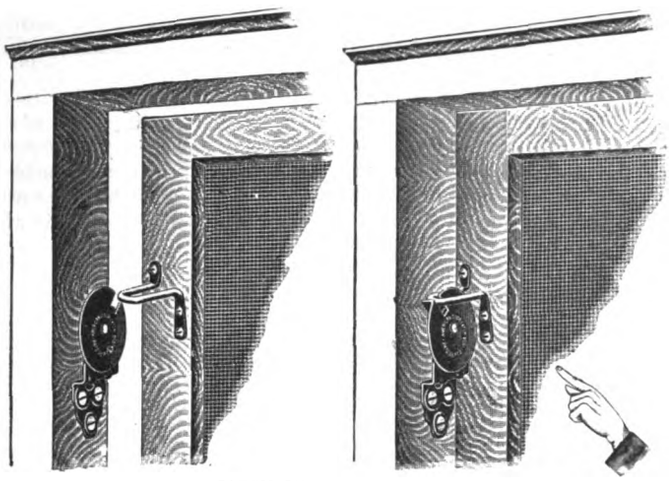
PFLUEGER'S LUMINOUS TANDEM SPINNER.

AMERICAN DOOR CATCH.

The American Hardware Mfg. Co., Ottawa, Ill., are placing on the market the American Door Catch, which we illustrate herewith. This is the second year that this catch has been offered to the trade. It is made of stamped, wrought steel, corrugated, and possesses a very attractive appearance. The illustration shows the No. 2, or screen door size. The American Screen Door Catch can be used on any kind of doors, from the light cupboard door to the heavy storm door. It is principally adapted for screen doors. The accompanying illustrations give a correct idea of the catch and its method of operation. It is always ready for action. Needs no attention after being placed in position, and keeps the door closed tightly, or permits it to be opened with a gentle shove. Catch is made in three sizes: No. 1, for

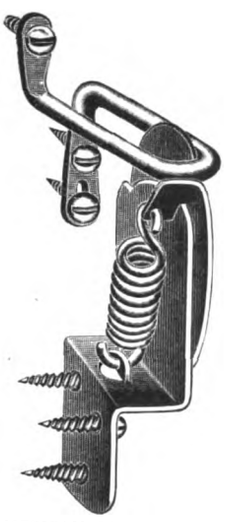
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heavy storm doors; No. 2, for screen doors; No. 3, for light cupboard and cabinet doors. They are made in any finish desired. For screen doors the usual finishes are old copper and japan on steel. The method of packing this catch is very complete. Catch,



CATCH IN OPERATION.

staple, screws, and cardboard templet are packed in a strong envelope; one dozen envelopes in a neat carton, with swing back cover, with colored display cards. The templet is a piece of cardboard with an outline of the catch and staple. It is bent at right

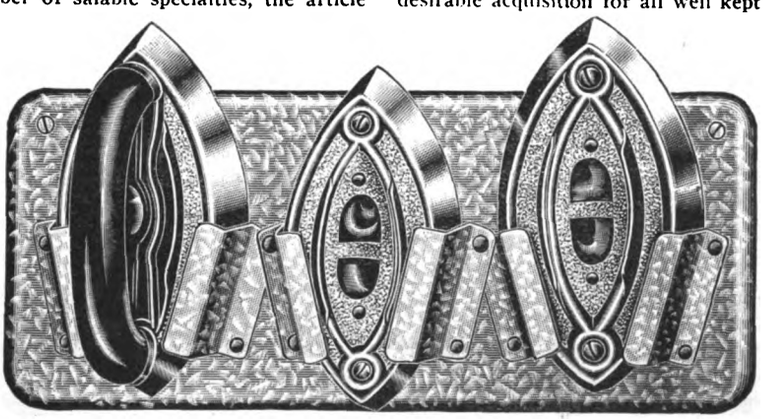


AMERICAN DOOR CATCH.

angles, showing location of the screw holes in door and jamb, with full instructions for attaching. This company will be pleased, upon request, to send a sample catch complete, prepaid and no charge, to any dealer. They may attach the catch to any door in their store, or at their home. They can judge the merit of the circle action. They will find it simple, positive, strong and silent

GLENNY'S NEW SAD IRON RACK.

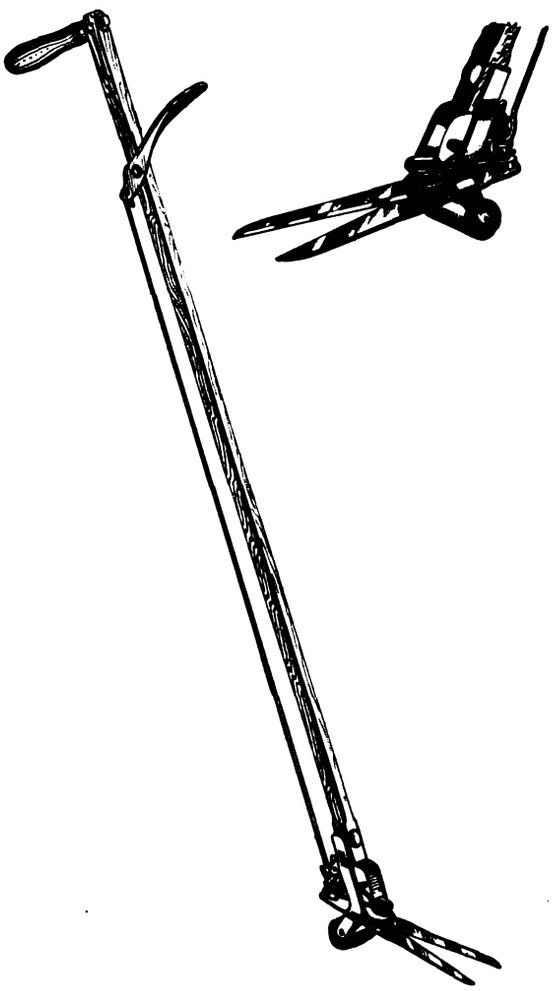
W. H. Glenny & Co., Rochester, N. Y., are placing upon the market, among a large number of salable specialties, the article which we illustrate. This has been something the housekeeper has long wanted, being a new sad iron rack, designed to form the resting place for a set of Potts Sad Irons from one wash day to another. The rack is made from heavy galvanized sheet steel, with three pockets of sizes, in proportion to the three sizes of the standard sad irons. It measures 6 by 14 inches, and while its use is at once apparent, its convenience is a subject of favorable comment. They will be found a valuable addition to a Hardware stock, and a display of Potts irons with the addition of the rack, will facilitate the sale. They are packed as ordered. Weight of a gross is 200 pounds.



GLENNY'S NEW SAD IRON RACK.

THE FISK GRASS TRIMMER.

Eureka Fence Manufacturing Company, Richmond Ind., are placing upon the market the Fisk Grass Trimmer, which is manufactured from a high grade of steel and with a powerful construction, which enables it to cut a rank growth of grass and weeds. While of new and novel construction, it is of great simplicity, and its usefulness and ease of operation makes it a very desirable acquisition for all well kept lawns. It is intended to be used as a shear, around the flower beds, walks, drives, terraces and fences, any place that cannot be reached by the lawn mower.

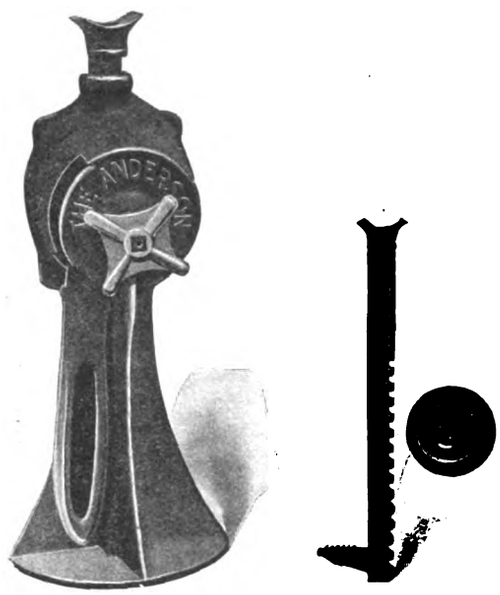


THE FISK GRASS TRIMMER.

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THE ANDERSON AUTOMOBILE JACK.

W. H. Anderson & Sons, Inc., Detroit, Mich., are introducing through the Hardware and Cycle Supply trades the Anderson Automobile Jack that we illustrate. It is a quick and positive acting jack, especially designed for automobile use. It is made of malleable iron and weighs eight pounds, and with the top lift will raise the load six inches from the ground. The principle of the Anderson Automobile Jack is clearly shown in the above illustration. The spiral worm engages the teeth in the lifting



THE ANDERSON AUTOMOBILE JACK.

bar. Each revolution of the worm raises the lifting bar one tooth. The lever handle is geared to give increased power, while the small hand wheel is direct connected for quickly raising or lowering the lifting bar to desired position. The small hand-wheel shown on the rear of the Anderson Automobile Jack is used for quickly raising the bar to the desired height, or for lowering the bar to allow Jack to be placed under the axle or piece to be lifted. The lever handle, which when not in use hangs close to the side of the Jack, is used either to raise or lower the load by moving the ratchet pawl either up or down, as desired. The load is always under absolute control and there is no risk of load dropping or of the Jack slipping. No dogs or cams are used to hold the load.

BOYD'S REVOLVING FLOWER STAND.

The Eclipse Novelty Works, Pulaski, Pa., are the manufacturers of Boyd's Revolving Fountain Flower Pot Stand, which is a simple and ornamental flower stand or support for holding potted flowers or plants, and at the same time provides suitable means for watering the same. The stand is a revolving one, and is constructed in its various parts so they can be readily

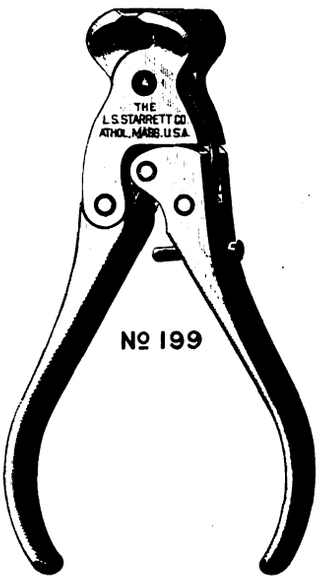


BOYD'S REVOLVING FLOWER STAND.

packed in small space for removal. It is nicely constructed of wrought iron, neatly curved and bent in an artistic manner, and although weighing only forty pounds, will, if necessary, carry a weight of five hundred. The height of stand is five feet, the width at the widest part is thirty-six inches, and will hold twenty-four pots; it is mounted on casters so as to be easy to move about the house or porch, and it is nicely painted in bright colors. In its construction the inventor has provided suitable means for watering the plants, by having a hollow tube run clear through the center to which a hose may be attached, thus forming a fountain. This tube extends about fifteen inches above the topmost plants, and is provided with a suitable sprinkler, which causes the water to fall in a gentle shower over the plants. They are made to be sold at a moderate price. Send for further particulars to the manufacturers.

STARRETT'S CUT-NIPPER NO. 199.

L. S. Starrett Co., Athol, Mass., are the manufacturers of the Cut-Nipper No. 199, suitable for bicycle spokes, etc., or for any purpose where it requires a superior tool. This nipper combines great power with rigidity. Wire can be cut from either extreme end or the jaws. The cutting jaws conform to the inside of a

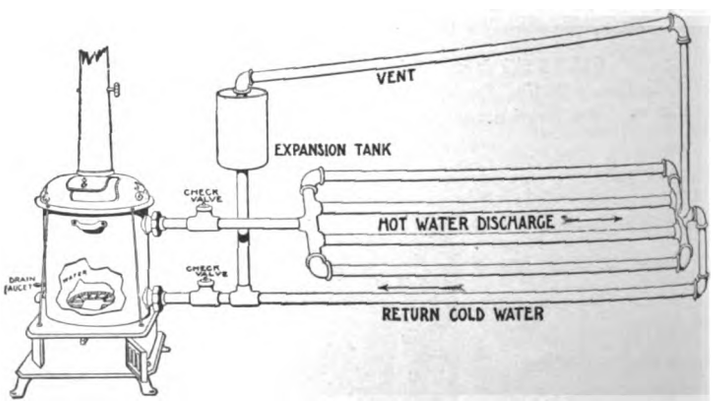


STARRETT'S CUT-NIPPER NO. 199.

bicycle rim, and will cut off the spokes just as close as may be required. They are all tested before leaving the factory; all parts are interchangeable, so that in case a jaw is broken a new one may readily be obtained.

RIPPLEY'S HOT WATER HEATER.

Rippley Hardware Company, Grafton, Ill., are the makers of the Hot Water Heater, of which we give an illustration. The base of the heater is made of cast iron and has a revolving draw grate which permits the removal of ashes and clinkers. It has a large ash pit which allows plenty of room under the grate for ashes, and still leaves ample space for theair to circulate. Will burn either coal, coke or wood. It is designed for heating poultry and brooder houses, work shops, hog houses and it can be used for heating radiators. The water jacket or cylinder is 24 inches high, 20 inches in diameter and has one inch water space; it is constructed of 12 gauge steel. The water space is full of



RIPPLEY'S HOT WATER HEATER.

water at all times and the water jacket never becomes any hotter than the water, therefore there is no danger of burning it out in a short time.

♣

"To make your heart, you must first break your heart."

"Life is only a vaudeville, with hunger and love for topliners."

"Humor is the tail to the kite of affection."

"Womankind is the upholstery of life, wearing the soonest where it is the softest."

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IOWA RETAIL HARDWARE DEALERS ASS'N

The Seventh Annual Convention of the Iowa Retail Hardware Dealers' Association was held at Des Moines February 8th, 9th and 10th, the sessions being held at Commercial Exchange Hall.

The meeting was called to order in informal session on Wednesday morning, February 8th. The president announced the following committees:

RESOLUTIONS—W. B. Kingsberry, Osage; F. B. Bollinger, Afton; J. F. Carstens, Ackley.

PRESS—L. Lindenberg, Dubuque; J. F. Doty, West Liberty; A. R. Sale, Mason City.

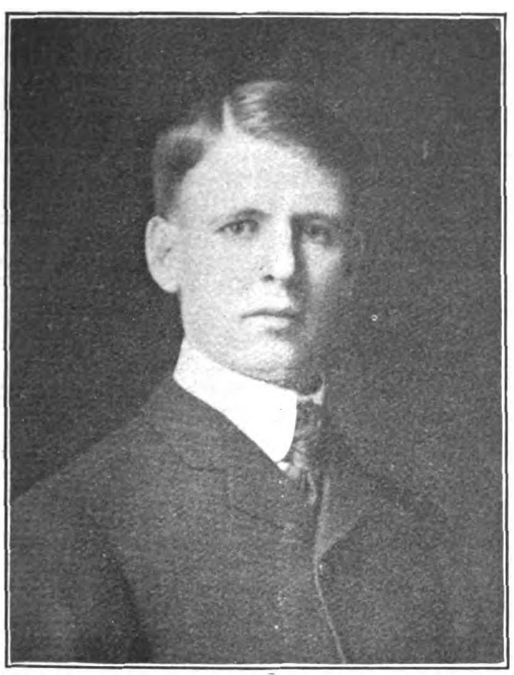
NOMINATIONS—W. H. Millard, Cherokee; D. S. Stouffer, Iowa City; James J. Sobolik, Cresco.

QUESTION BOX—T. A. Nichols, Burlington; C. R. Keating, Mt. Ayr; F. W. Woodruff, Correctionville.

AUDITING—M. W. Keating, Afton; Mr. Rogers, Britt; A. C. Vietn, Oakland.

ENTERTAINMENT—C. T. Gadd, Des Moines; H. S. Vincent, Ft. Dodge; J. A. Garver, Jr., Des Moines; H. S. Rayburn, Newton; Mr. Moore, Waverly.

SERGEANT-AT-ARMS—D. H. Huston, Jefferson.



H. S. VINCENT, PRESIDENT.

WEDNESDAY AFTERNOON SESSION.

The convention was called to order by President S. R. Miles, Mason City, after which a prayer was presented by Rev. A. M. Haggard, of Drake University. President S. R. Miles delivered the following:

President's Address.

It is with sincere pleasure that I meet and greet you at this, our seventh annual convention. The year we have just left behind was in many ways one of the most notable in the history of Hardware association work.

For years a campaign of education has been waged by the National and the various State associations with the Hardware jobbers and manufacturers of the country to convince them of the injustice that their methods of marketing a comparatively small portion of their various lines, was working to the retail Hardware dealer, on whom they depend to market the larger per cent. A number of jobbers and manufacturers

HAVE FOR YEARS RECOGNIZED THE JUSTICE

of our claims, and having foreseen what a continuation of the marketing of Hardware through some channels that had come into existence in recent years would lead to, were confining their business to what may be properly termed legitimate trade channels; but it was left to 1904 to bring to our way of thinking a number of prominent jobbers, as well as manufacturers.

I am glad to be able to say to you to-day that nearly, if not quite every Hardware jobber in the United States has gone on record as against selling any concern that sells direct to consumers by the means of catalogues only; and, gentlemen, I believe these jobbers mean what they say, and if the retail Hardware dealer will take the same stand one of the most serious problems that confronts us will be much nearer a solution than ever before.

Largely as a result of this general awakening on the part of prominent jobbers, on June 27, 1904, there gathered at St. Louis three committees, appointed by their respective associations, five members of the National Retail Hardware Dealers' Association, five members of the National Hardware Association and one member of the Southern Hardware Jobbers' Association.

The purpose of this gathering was to discuss the advisability of forming a permanent committee to take up one question—that of catalogue house competition as

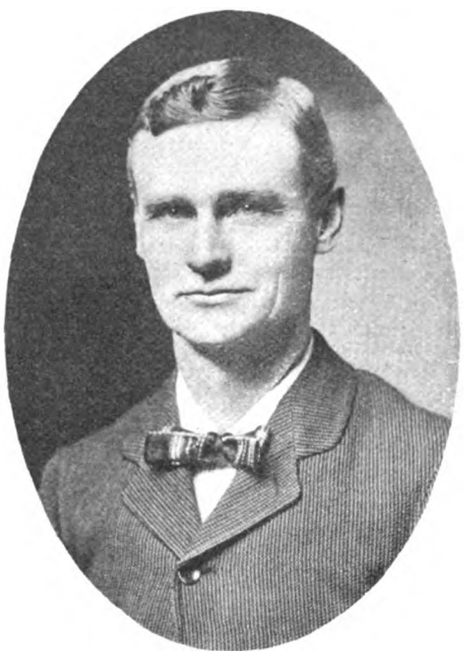
After a thorough discussion of the subject that called the committee

IT AFFECTS THE LEGITIMATE DISTRIBUTION OF HARDWARE.

together, a committee of the whole was organized under the name of the "Wholesale and Retail Joint Committee." A platform was adopted and active work begun by correspondence and personal interviews, and with highly satisfactory results.

November 10th to 12th another session of the Joint Committee was held in New York City. At this time personal interviews were had with a large number of prominent manufacturers, and the question of how the output of the manufacturer should be marketed was thoroughly discussed. Good results have already followed this meeting and will continue indefinitely.

As there will be a full discussion of the work of this committee during this session I will not take up your time further than to say that I feel that the Iowa Association was paid a high compliment



S. R. MILES, EX-PRESIDENT.

in having your president named as a member of this, one of the most important committees ever appointed in the history of Hardware association work, and I count myself fortunate indeed to have been president of the Iowa Retail Hardware Dealers' Association at this time.

As one of the delegates, I attended the meeting of the National Association at Indianapolis in March. There were delegates in attendance from every State affiliated with the National Association. The National might be called a clearing house for the various State Associations. All of the principal subjects discussed at the various State meetings are taken up and thoroughly sifted and boiled down in shape for action, and results obtained during the past year clearly indicate the activity of the National officers and directors, and the wisdom of the various State organizations in combining their efforts under one head. This National body, by its wisdom in the selection of its officers, has come to be recognized as one of the leading factors to-day in the work of correcting some of the many evils that have crept into legitimate distribution of Hardware. Those in charge of the executive work of the association early realizing that only by sane, conservative methods could anything be accomplished, laid their foundations wisely and well. Having laid down a line of action they have hewn strictly and persistently to the line, letting the chips fall where they would.

The National Association.

WILL CONTINUE TO GROW IN STRENGTH AND INFLUENCE

and the large increase in the membership of all State associations during the past year, and the ever increasing interest on the part of the membership in association work certainly makes the future outlook bright.

One of the important questions with which the National Association has had to deal is the "parcels post." Early recognizing the dire results that would follow to, not only retail Hardware dealers, but the entire legitimate retail interests of the country, the enactment of a law by Congress that would enable any one to send by mail to

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any part of the United States eleven pounds of merchandise for 25 cents. National President Bogardus and Secretary Corey have been untiring in their efforts to prevent the passage by Congress of any such measure, and to them belongs a very large measure of credit, but gentlemen, I can assure you that the enemy, while disconcerted for a time, has not given up the fight. They are now working to get through Congress various measures, seemingly innocent in themselves, but if passed by Congress, will prove an entering wedge for further legislation, and I trust that every Hardware dealer in Iowa, as he may be called on from time to time to assist as he can in the

PREVENTION OF THE PASSAGE OF A "PARCELS POST" LAW

in any form, will respond promptly to the call.

A year ago I took occasion to congratulate this association on the wisdom displayed in the organization of the insurance department. The passing of another year only confirms the wisdom of this action—the volume of business being to-day nearly two and one-half times that of last year. While this is a satisfactory showing, your officers and directors

ARE NOT CONTENT TO REST ON THEIR LAURELS,

but have outlined a campaign for 1905 that should place at least $1,000,000 of business on the company's books before the close of another year. A refund of 25 per cent has been declared on all policies expiring after February 15th, 1905, and prior to March 1st, 1906, this being an increase of 25 per cent over refund of 1904. The amount that can be written in one policy was increased from $2,000 to $3,000—this will enable you to carry at least $1,000 additional insurance in your own company. There are, in round numbers, 1,700 Hardware dealers in Iowa. Should each dealer take a policy for $2,000, we should have the handsome sum of $3,400,000. The benefits to be derived by carrying a part of your insurance in this company must not be based entirely on the size of your refund. In a number of instances a suggestion on the part of a member that he had about concluded to place a part of his insurance with the Hardware Company has been the means of securing for him a lower rate on the entire amount of his insurance. Just in proportion as the business of the company grows, just in that proportion will its ability to serve its policy holders be increased. If you are not a policy holder already in the Iowa Hardware Dealers' Mutual Insurance Company consult your own best interests and make application to-day.

Only in recent years has organization been considered necessary or in any way beneficial. That it is now both leads to but one conclusion, and that is that business conditions have changed. The business of the retail Hardware dealer has been subject to

MORE INROADS BY MERCHANTS IN OTHER LINES

than any other branch of mercantile business. To-day you will find in the grocery store Tin and Galvanized and Enameled Ware; at the house furnisher's, Stoves, Kitchen Utensils and various Hardware specialties; in the drug store, Cutlery, Fishing Tackle and a general line of Sporting Goods; at the lumber yard, Field Fencing and oftentimes Nails and Builders' Hardware; at the tea and coffee store, a full line of Enameled Ware to be given away as prizes, and at the racket store, or more generally called the 5 and 10 cent store, a full line of the little items which at one time were a profitable part of our business.

Are we as Hardware merchants not somewhat at fault? Have we not been too slow in taking up and pushing new lines of goods that properly belong in a Hardware store? Have we paid sufficient attention to the little things in our stores? If merchants have grown rich selling 5 and 10 cent goods, mostly Hardware and Tinware items, surely a 5 or 10 cent department in our stores is at least worthy of consideration. As the trade in one department of our business after another has fallen off the expense has gone merrily on, increasing to an almost alarming extent each year, despite our efforts to keep it down. Surely business conditions have changed. Is there a remedy?

It is an encouraging fact to note that many Hardware dealers, realizing the necessity of protecting their interests, have added a first-class 5 and 10 cent department, have secured the agency for some first-class Field Fence, are selling Stoves on the instalment plan at a handsome increase in their profits, and are finding that paints and painters' sundries, garden seeds, harness and various other lines can be carried with profit. More complete stocks are being carried, more attention being paid to the arrangement and display of their goods. Show windows are kept clean and the goods in them arranged to attract attention. Advertising methods are receiving more attention, with highly satisfactory results.

Given time, there is no question but the retail Hardware business will be put on a more satisfactory price bearing basis.

Has it ever occurred to you to give the annual meetings of this association credit for bringing you to a realizing sense of the changed conditions that exist? And is it not true that these various meetings have been to many of us valuable schools of instruction? Though actively engaged in association work have long recognized the necessity of employing a secretary who could devote his entire time to association work; the organization of the insurance department made it possible for the first time for the association to do this. Mr. Sale was at the close of the meeting last February elected secretary and treasurer of this association, having already been elected secretary of the Insurance Association. The wisdom of combining the office of secretary in the two associations will be fully proven when you know there has been an increase of more than 175 members since the last meeting and the convening of this one. The report of the secretary-treasurer will show the affairs of the association to be in highly satisfactory condition.

I wish to assure you of my appreciation of the many kindnesses shown me during the past year by dealers both in the association and out, and to thank the officers and directors for their loyalty to me and to the association. It has assuredly been an honor of which any man might feel proud to have been the presiding officer of this, one of

THE STRONGEST AND BEST OF ALL THE STATE ASSOCIATIONS

and an association that I predict will in the future be looked to more and more to furnish a solution of some of the many evils that have crept into the Hardware business, but which must succumb to the enthusiastic and persistent efforts as put forth by the various retail Hardware dealers' associations.

In conclusion I wish to assure you of my appreciation of the many kindnesses shown me during the past year by dealers, both in the association and out, and to thank the officers and directors for their loyalty to me and to the association. It has assuredly been an honor of which any man might feel proud to have been the presiding officer of this, one of the strongest and best of all the State associations, and an association that I predict will in the future be looked to more and more to furnish a solution of some of the many evils that have crept into the Hardware business, but which must succumb to the enthusiastic and persistent efforts as put forth by the various retail Hardware dealers' associations.

A. R. Sale, Mason City, next delivered the following:

Secretary-Treasurer's Report.

It is with a feeling of more confidence that this report is submitted than possessed the writer when asked last February to assist the association in the capacity of secretary-treasurer, and it is our sincere desire that the association may feel that the experiment of a clerical rather than a trade secretary has not been altogether a mistake. With an office equipment and a stenographer at your side it is certainly a more convenient plan than for a busy dealer to drop his business and give up the time necessary to conduct and advance the affairs of our association.

It is, of course, unnecessary and unimportant to relate here the many duties that come to the office. Suffice it to say that while at times the work has been exacting and burdensome it has always been pleasant and gratifying. Not as much time has been given to calling on you at your places of business as perhaps should have been done, yet we have nearly always found a genial welcome and a glad hand whenever the latch string has been pulled.

About thirty towns have been visited, and the association idea presented, and in these places many good dealers have become interested in our work. But with only one assistant in the office the exacting detail work of the insurance department has required the presence of the secretary at his desk for a very large share of the time.

The growth in our membership and the communications from members and dealers would certainly indicate a very marked interest and enthusiasm in the work we are attempting to do.

INCREASE IN MEMBERSHIP 80 PER CENT.

Since the closing of the last annual gathering 191 memberships have been received in the office, taking out renewals. This means an increase of 80 per cent in our membership between meetings. This brings the Iowa Association up to its high water mark and nearly abreast of all the State associations, excepting Minnesota, with 600 members, the other States numbering, so far as we were able to get the figures, as follows: Indiana, 425; Ohio, 325; New York, 175; Wisconsin, 400; Pennsylvania, 200; Missouri, 160; Illinois, 300; Nebraska, 200.

It is however, highly probable that the conventions now being held will show large accessions, and the whole line of Hardware associations show a united front that augurs well for the great conflict before them. President Miles, Secretary Corey and others will give you the facts and details of the battle royal that is on, and the various phases of the struggle for supremacy that the retail dealer is called upon to make. If victories are won it will be by the supreme force and momentum of our organizations, coupled with the superior fighting force of the individual who knows that he is not alone, but has good backing.

Mr. Sale's report as treasurer showed that receipts had been $1,991.93, with disbursements amounting to $1,414.16, leaving a balance on hand of $577.77.

B. A. Hand, Ottumwa, read a paper on the following:

Why I Am a Member of the Iowa Retail Hardware Dealers' Association.

By B. A. Hand.

The tendency of modern business is along the lines of consolidation and co-operation. A few years ago I began to observe the methods of the manufacturing and large commercial concerns of this country in their business relations with the retail dealers. As a result of my observation I soon noted that a very marked and significant change had come about in that competition was gradually giving way to steadfast and uniform prices on all commodities. In the beginning it was thought that the trusts would not endure very long; that they were of ephemeral growth; that they would fall to pieces of their own weight, and that the days of former competition would return with redoubled force and effect. But not so; the results were satisfactory to the trusts and they have been and I believe will be perpetuated, however injurious and offensive they may be to the public. If unrestricted, centralization of wealth is inevitable. I believe the trusts as organized and managed to-day are vicious in their tendencies and detrimental to the best interests of the general public.

I call your attention to the results of these gigantic organizations to illustrate the power and effect of organization, for good or bad, depending on the sentiment prevailing in the body of the organization. There may be two motives for organization—one for self aggrandizement, as is apparent in many of the trust organizations,

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and the other for self preservation. We belong to the latter class. We have

PURSUED A CUTTHROAT POLICY TOO MUCH IN OUR BUSINESS

relations with our brother dealer. Many of us have not followed the live and let live policy, but have exhibited our selfishness in our business relations every week in the year, all the time treasuring the thought that our competitor is after our scalp and that we will sell this particular bill of goods and get revenge, although we shall make no money in the transaction.

Brother dealers, did any of you ever make a sale in the spirit of competition? If you did and follow up this line of action you will never be a millionaire. This is nonsense. Your brother dealer is just as good a fellow as you are, is in business for the same purpose, has a family to support, taxes and rent to pay, and wants to lay something by for a rainy day and old age. You don't know him, although he be in the same block, unless you have a local organization, at which you meet and talk over affairs with a view to being mutually benefited. When you invoiced you had to run to profit and loss $200 or $300. Open up and tell your brother competitor the names of the deadbeats, and he, in turn, will do the same. Get nearer together, get together, not to rob the customer, but to get legitimate prices and banish ill feeling. The progressive, up-to-date, successful merchant of to-day

IS THE ONE WHO MINGLES WITH OTHERS,

is the one who knows what the rest of the world is doing and takes part with them.

In many localities I think the cart has been placed before the horse. The dealer belongs to the State Association, with no local organization at home. The progressive and profitable course to pursue is to organize locally, where it is convenient to meet once a month and spend an hour or two socially combined with business and then round up the year with a big annual State meeting. If the State was organized locally you could depend on a largely increased attendance at the annual meeting. These

STATE ASSOCIATIONS ARE WHAT WE NEED,

finding their complement in a strong and vigorous national body. Bound together in such a manner the National Association can show the doubtful manufacturer or jobber that there is a strong body of intelligent retailers ready to act if necessary to protect their own interests.

OUR INTEREST AND THAT OF THE JOBBER AND MANUFACTURER

is a common one, although some of the manufacturers do not seem to see it that way, and it is our duty and privilege to show them the light. I want to ask where the sales of some of the standard lines of Hardware would be in a few years if left to the catalogue houses? Notice in any of their catalogues the conspicuous place given inferior goods and the effort made to convince people that they are just as good as some well-known brand.

A very large list of manufacturers, in sympathy with our efforts and disgusted with catalogue house methods, has been compiled by the National Association, and it is well for us to look it over. The number has been increasing each year, for they see the earnest effort we have been making and realize that it is for their good as well as ours.

To a young man like myself it means much to meet in council with such men as gather here from year to year—men eminently successful in Hardware and other lines; men who are big enough and

BROAD ENOUGH TO GIVE US THE BENEFIT OF THEIR KNOWLEDGE

and experience freely and willingly; men who are fully capable of handling their own affairs, however complicated, and yet have time to be highly interested in the welfare of the community in which they live, giving their time and money when necessary for the public good. I have never failed to go home from one of these meetings without being full of enthusiasm for the possibilities of the Hardware business, and have utilized things that I have heard here in our own business to great advantage. I have gained in dollars and cents as well as knowledge from my yearly attendance. It has placed me in closer touch with Hardwaremen and the Hardware business, causing me to realize how little I knew, and made me eager to learn more.

Perhaps it might be well for me to state here how I have obtained results from what I have heard or learned at these meetings. Last year some one told of the possibilities of the Washing Machine business. Following the suggestions made, we sold more than four times the number of machines we had sold in any previous year. The same policy was followed in our Wire Fencing, and sales were much larger for the year. I got the idea from an article read here on how many miles of fencing would have to be used before Iowa was properly fenced. Two years ago we followed the suggestions offered on Sewing Machines and have never had reasons to regret it. These

RESULTS WERE OBTAINED BY LARGER STOCKS

and a more varied assortment and not by any price cutting. In fact, the price was advanced on many of these lines. Many such ideas, too numerous to mention, have been acted on, always with good results.

The fire insurance feature of this organization commends itself to any thinking person and can be used by any member. This means that this association will pay any Hardware dealer enough money for a three days' attendance here each year if he will become a member. I know of no stronger argument than this insurance plan.

The opportunity to meet new people and renew acquaintances is too good to be lost and is really one of the things that make life worth the living.

The reading of Mr. Hand's paper led to considerable discussion by the members.

On the programme there appeared a subject of discussion worded as follows:

Can the Services of the Traveling Salesman Be Dispensed With to the Mutual Advantage of the Buyer and Seller?

and A. J. Collins, representing the Majestic Stove and Range Co., St. Louis; C. F. Schmidt, a member from Marshalltown, and E. H. Norris, president of Norris & Loring Hardware Co., Cedar Rapids, were down as leaders of the discussion. All the speakers took the same side of the argument. Mr. Collins said in part:

A SALESMAN'S VIEW.

The history of all of our mercantile business methods is evolutionary, and our present methods are a fair illustration of the survival of the fittest. In times past our jobbers in many cases have been induced here and there to try this or that experiment or innovation, but invariably they have eventually sifted out the wheat from the chaff, the prime consideration always being results accomplished. And, after all, results are always the end in view—results not only for the seller, but for the buyer as well.

The traveling salesmen's mission on the road is not entirely to reap in the shekels for their employers, but to keep the buyers in touch with their houses; to introduce new goods, show their advantages, keep the dealers in line, etc.

Many manufacturers and jobbers have tried to reach the buyer by catalogues, circulars, etc., and have met with poor success—many with entire failure. Every mail brings you catalogues and circulars from some manufacturer or wholesaler, and ninety per cent of them are relegated to the waste basket or stove, many of them never getting any more than a glance. Had these same companies sent a salesman he would have shown up their superior points and no doubt made many sales. Speaking from experience, I do not receive one order in four from catalogues that I have been requested to send, and do not miss selling one in four where I go in person to answer the inquiry.

I learn from good authority that there are 500,000 traveling salesmen in the United States, drawing on an average $3,000 each for salary and expenses, making the enormous amount of $1,500,,000,000 a year. If our employers thought they could put this—yes, ten per cent of it—on the credit side of their ledges, and do away with the traveling salesman, our resignations would be called for post-haste. But the traveling salesman is like the rudder to a vessel—they need us to steer them into the different channels of trade.

This great expense does not come out of the dealers' pockets; it is a saving to them. If there were no traveling salesmen the buyers would be compelled to go to the markets at least once or twice a year or depend on catalogues. The total expense of your trips would be at least double what it costs the wholesalers and manufacturers to send their representatives to you.

I believe the majority of buyers are better posted on what they need, quantity they want, and last, but not least, prices, when on their own stamping ground. There they have their stocks before them and prices to refer to. I have heard many good merchants say that they become confused when buying away from home. A buyer does not realize how little he knows until he meets those who know more. They generally have those know-more men at headquarters, or think they do.

I have had described to me some of the old time Western Hardware stores, back in the forties, before the era of the traveling salesman, when the buyers went to the markets once a year (sometimes) or depended upon catalogues. One can picture in his mind what kind of stocks were carried, and then look at the average up-to-date Hardware store of to-day, with its well assorted and shelved stock, that is visited from two to twelve times a year by the traveling salesmen, who, each trip, offer something new, bring advanced ideas, give you a "hunch" on the coming advances, show you best method of displaying your wares, help you many times in figuring or selling special articles that you are not posted on, and then ask yourself do you want to go back to the old way of doing business? Don't misunderstand me that I advocate doing away with catalogues. Catalogues should be kept for reference, and every dealer should have some system of filing them away, so when he has a call for something he is out of, or not carried in stock, he could turn to his index and find it at once.

My universal experience has been that the true and tried traveling salesman of judgment and experience, who has gained your confidence through his integrity and good judgment, is as indispensable an ally for you, in the upbuilding and maintenance of your business, as your family doctor or your lawyer.

He has studied the wants and the requirements of your business; he knows the varieties and the qualities demanded by your trade, and his observations elsewhere enable him to advise and to counsel with you helpfully and intelligently.

C. F. Schmidt,

Marshalltown, then gave the views of a retailer by delivering the following remarks pertinent to the subject under discussion:

Iowa, with its numerous railroads, is blessed with an army of such teachers, and it is largely due to them that the Iowa dealer has become educated up to all the new ideas in goods and merchandising. Continuing, he said:

Take a line of Stoves, or Refrigerators, or Hay Carriers. The visiting salesman has with him a model of his article, by means of which he can easily explain its numerous advantages. If questions are asked he answers, and in fifteen minutes the dealer

LEARNS MORE ESSENTIAL POINTS OF THE ARTICLE,

gets more practical knowledge of the same than could be obtained by reading any catalogue over and over again. Then, also, the salesman not only gives the retailer information in regard to his own line, but is able to tell about other makes of goods, to compare both and show why his line is better, more practical, more saleable, a better profit maker. He strengthens the dealer's faith in his line, increases his enthusiasm and makes the line an easy one to sell.

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The traveling man visits thirty, forty or perhaps fifty stores each month. He meets dealers of different ages, of various abilities and also of unlike character. In this way he has an opportunity to see and hear new ideas; here he notices

A NOVEL WAY TO SHOW GOODS

or trim the window, and there he learns of an ingenious manner of selling a stove, and the result is that his knowledge is mine for the asking, an open book with a new volume whenever he comes around.

A large number of customers in the store prefer to trade with the owner of the business or at least like to be recognized by him when in the store. We, in turn, would like to buy from some jobber or manufacturer whom we personally know—would like to shake hands with him, be shown around in his plant by himself. As this is impossible, we accept his salesman in his place, and if the salesman is up to his job he will be the connecting link between his house and the retailer. The more attentive he is in forming a friendly feeling, in causing confidence and faith between his employer and the customer, the better he will succeed as an order receiver.

BUYING FROM THE CATALOGUE ALONE

can never give the satisfaction as a personal intercourse between the jobber's representative and the retailer.

If the issuing of a catalogue would be sufficient to sell goods the catalogue houses would get all the business there is. Their prices are good, their description of articles is fine. It is a good thing for us dealers that quite a goodly number of the public is from Missouri—they prefer to see. Some of us have perhaps bought from a house which sells through catalogues alone, but how often one or more articles are found, even in a small bill, which would not have been ordered if they had been seen before or could have been explained in regard to quality or utility by an agent. To overcome this we must visit the jobber as was formerly done by the New Mexicans or else stay by the traveling man, and I am sure the latter will be the cheaper and more satisfactory for most of us.

E. H. Morris, Cedar Rapids, who was down to deliver an address giving the Jobbers' Views on the subject, was confined to his house by illness, so the paper proposed by him was read by W. H. Keating:

An intermission here took place, at the conclusion of which a number of questions, taken from the Question Box, were considered and discussed, after which the convention adjourned.

WEDNESDAY EVENING SESSION.

In response to an invitation from the association, Iowa jobbers met the retailers in executive session on Wednesday evening. President Miles, in opening the session, spoke of the advantages accruing from close personal understanding and relationship between jobbers and retailers.

F. E. Cutler, of Waterloo, president of the State Jobbers' Association, said that the jobbers' association was nine years old and had done good work from the start. He congratulated the retailers' association on its rapid growth and striking success, and advised the members to co-operate with the officers of their association in furthering the work in hand. He spoke of the importance of the work that was before the National and State associations, and said that the wholesalers were equally interested in anything that affected the prosperity and success of the retailer. Such problems as local credits, fraudulent bulk sales of stocks, parcels post bills and catalogue houses were as vital to the jobber as to the retailer. He congratulated the association on having in President Miles one of the three State representatives on the Joint Catalogue House Committee. He asked for the co-operation of dealers with the jobbers and manufacturers who had agreed not to sell catalogue houses.

C. E. Haas, Le Mars, said that every dollar's worth of goods shipped into Iowa by Chicago catalogue houses was so much less business for both jobbers and retailers, and that it beehoved wholesalers and retailers to work together for mutual protection and profit.

W. S. Brown, of Brown-Hurley Hardware Co., Des Moines, said that the greatest duty of retailers to-day was to get together in local associations, in harmony, and when possible, in prices. The jobbers of the State had the same difficulties to contend with as the retailers, as their territories overlapped, and their traveling men would come in with all sorts of complaints against the other jobbers, but as soon as the jobbers got better acquainted with each other, through their State associations, each came to see that his competitors were good fellows, animated by motives of fairness.

COMPETITION OF GROCERY AND DEPARTMENT STORES AND COUNTRY POST OFFICES.

This topic consumed an hour's discussion, particularly with reference to the sale of Ammunition, Galvanized, Tin and Enameled Ware, Wooden Ware and Rope. Officers and members of the jobbers' association assured the retailers that they had given this subject much attention and had accomplished some reforms, but that the retailers could probably do more than the wholesalers in overcoming this evil. It was promised that the retail association should be provided with a list of names of manufacturers and jobbers who made a practice of selling Hardware lines to other than Hardware stores. Messrs. Brown, Hurley, Luthe and Cutler took part in the discussion on behalf of the jobbers, and Messrs. Haas, Holbrook, Keating, Peterson, Rogers, Schmidt, Miles, Bolinger and others on the part of the retailers. Mr. Haas was applauded vigorously when he said that he had long ago laid aside such little grievances and devoted his time and energies to studying his own business from a scientific standpoint, adding profitable specialties that more than offset the small loss of trade to grocers and other outside competitors. He said that he had recognized long ago that business conditions were changing and had bent his efforts to make the most of new conditions.

THURSDAY MORNING SESSION.

The session was devoted to the Catalogue Houses, and by the efforts of some of the members, the president said the revival of active interest had taken place, referring especially to H. S. Vincent, Fort Dodge, who had studied mail order catalogues and made a list of comparative prices, which had reached the attention of Mr. Norvell.

S. Norvell's Address.

Mr. Norvell, who was then introduced, confirmed the president's statement, and gave further interesting details, including the formation and the subsequent labors of the Joint Committee of wholesalers and retailers, and the alliance of his firm with the National Association of Jobbers. While the various associations had been able to accomplish much for the dealer, the speaker argued that the battle was one that had to be fought by the merchant himself. Said he: "The average man, if he has energy, can accomplish wonders. What we want is more fire under our boilers. The do-nothings who sit back and criticize not only do not accomplish anything themselves, but the aggressive man is often afraid of the criticism of these so-called conservatives."

The speaker then spoke about the misconception of their rights that should go with membership in dealers' associations. In the first place, he challenged anybody to define what was a legitimate hardware dealer. He also defended the department store, which pays rent and taxes, hires clerks, discounts its bills and oftentimes sells more Hardware than the somnolent legitimate Hardware store of the same town. That a jobber should be asked to refuse to sell the department store in such a case he believed to be unreasonable. It was not this form of competition which he believed should be most vigorously opposed, but the foreign catalogue house that did nothing to support the community and which, by buying as cheaply, to say the least, as the jobber himself, threatened the existence of both jobber and retailer. He advised members to get the editors of local papers on their side as an antidote to the inspired articles and news items in the agricultural and cheap home papers.

Mr. Corey's Address.

National Secretary M. L. Corey said:

"The cause of most of our troubles is that the mail order people want to sell everything in sight, and some of these troubles arise from the fact that the retailer wants to do the same thing. Missionary work with local papers, of which Mr. Norvell spoke, is not new to us, and you will note that mail order advertisements in local papers, once so common, are now rare. Even though the mail order houses and department stores may not get a very large percentage of your trade, they make it appear that your prices are too high. No firm can long endure the reputation of overcharging. You must therefore meet the price or a leveling process must take place somewhere. Either the catalogue prices must come up or ours must go down. They sell five per cent and you ninety-five per cent.

"We are asking the manufacturers to take their choice of the two channels in trade, or if they continue to sell the mail order houses to do so on a basis that will compel them to name prices that will leave a fair profit to the retailer. The traveling men are more concerned in this proposition than they realize, because if the mail order houses make it continually unprofitable for retail dealers the traveling man will find his occupation gone."

Address by Mr. Muzzy.

F. E. Muzzy, second vice-president of the J. Stevens Arm and Tool Co., Chicopee Falls, Mass., was asked to address the convention on the experiences of his company with mail order houses. In introducing himself before reading his paper, Mr. Muzzy referred to the various parties who had been claiming the credit of being the first to start the campaign against mail order houses, and said that his firm had taken up the fight two years before any of the dates mentioned in previous discussions and had fought it out single handed against tremendous odds, but with a large measure of success. He also referred to the fact that it was hardly consistent for Hardwaremen who were constantly reaching out for new lines and invading new fields to try to prevent other merchants from keeping within very narrow limitations. He also called the attention of the convention to the usefulness of a joint auction of old and slow moving stocks at certain intervals. He spoke of the tremendous value of advertising and the fact that no success was possible without a scientific and practical knowledge of salesmanship. He stated boldly that nine out of ten—yes, nineteen out of twenty—dealers who devoted their time and efforts in securing that extra two or five per cent discount were the ones who were least able or least likely to sell the goods after they got them.

He then read his paper, which told with considerable dramatic force of the conflict between his company and the mail order houses, and of the large expenditure of time, effort and money that was necessary on the part of his firm before all the avenues of supply for the mail order houses were closed. First it was the jobbers who would sell the catalogue houses, and when the jobbers were brought to a point where they did not or dared not sell the Stevens goods to such houses the next trouble was with the retailers, the catalogue houses picking up lots all over the country from misguided retailers who were tempted by immediate profit to lend aid to their own worst enemy. In such cases the catalogue houses determined to win their point, continued to offer the Stevens goods at less than jobbers' prices, taking heavy losses on every sale. He said it was somewhat disheartening to his company to receive abusive letters from retailers because catalogue houses continued to illustrate and offer for sale the Stevens goods when his company was making so vigorous a fight against the catalogue houses. Affairs had reached such a stage now, he said, that mail order houses were compelled in most cases to write to customers sending in money for Stevens Arms asking them to select some other line from their Sporting Goods catalogue, as they could not obtain the Stevens goods.

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THURSDAY AFTERNOON SESSION.

Was devoted to a discussion regarding Insurance, which was led off by the president, S. R. Miles, who said:

The question of mutual insurance was then taken up, and President Miles said: "Two and a half years ago a committee was appointed at Cedar Rapids to investigate the matter of mutual insurance. They thought that Hardware men were paying insurance on other lines more hazardous than their own. After consideration it was recommended that a company be organized and an insurance company commenced business on August 20, 1903. We consulted all authorities and are still seeking light. When the insurance company does not save us money I for one will discontinue and get out. The average business man knows less about insurance than any one branch connected with his business."

State Auditor B. F. Carroll then addressed the convention as follows:

"By mutual insurance you mean assessment mutual insurance. Mutual insurance, to be successful, must be mutual in fact as well as in name. Mutuals have been reasonably satisfactory. When they have failed to be satisfactory there is a cause. When a bank is in trouble it almost invariably means that a very few men look after it. When all stockholders serve on committees there is no trouble. If the cashier is the whole thing it is a bad thing. There is even greater danger in the case of insurance companies than in that of a bank in letting it fall in the hands of one or two men. This is so because the insurance company operates over a wider territory. It is an easy thing to determine whether or not a bank is solvent, but there is nothing in the statutes to determine whether insurance companies are solvent or insolvent. Mutuality in insurance means that every member has equal rights with every other member. When this is not true, a mutual insurance should not be undertaken. The only reason why one of these companies should be organized is to get good insurance and to get it cheaply. If by forming one of these companies you cannot secure cheaper insurance, there is no reason for forming it, as you could get good insurance without the responsibilities.

"These companies are supposed to be organized for mutual benefit and not personal gain. Ten years ago mutual insurance companies paid $219,000 in losses and this last year they paid $908,000.

"There was a cause for the growth of mutual insurance companies. This is a day and age of organization and it is natural that you should turn to insurance. Then again, there is a prevailing opinion that people have not been fairly treated by the insurance companies. The rate maker comes along and arbitrarily fixes the rate. A year later, after you have been at a considerable expense, you make your place more fireproof, you find that your rate is higher. You feel that this is unjust and there is no justice in it. The insurance companies form iron-clad agreements to maintain rates. Your policy expires, and you go to another agent, who writes you exactly the same rate. The legitimate expenses of the company and the amount of their losses are the two things to be considered in making a rate."

C. F. Ladner, St. Cloud, Minn., president of the Minnesota Hardware Dealers' Insurance Association, then addressed the conveniton on

Mutual Hardware Insurance.

BY C. F. LADNER.

Mutual insurance, be it life or fire, means, in its simplest construction, protection guaranteed by each stockholder to the others at cost. The word "mutual," however, is very much abused at the present time, and in a great many instances simply means that the insured mutually agree to pay a certain company or corporation a large amount for "protection," which is paid out to high salaried officers and for other expenses, and the so-called stockholder, while he is supposed to have an interest in the surplus, never, in fact, receives any dividends therefrom.

This is not the case, however, with Hardware dealers' mutual fire insurance companies. Our aim is to place our insurance at actual cost, and this is done by doing business direct with the insured through the secretary of the company, thereby saving the commission of agents. The secretary is usually the only paid officer of the company, the directors and other officers receiving only the actual expenses incurred in the work they perform.

Our premiums are collected in advance at about the same rate as old line or stock companies charge and the earnings of the company, less a safe surplus to enhance the stability of the company, are divided at the end of the year among our stockholders, the insured, either in cash rebate or in reinsurance, at the option of the holder of the policy. Mutual fire insurance is not a new or untried experiment. Mutual fire insurance companies have existed and flourished in the Eastern and Central States for a great many years and have saved their patrons thousands of dollars. This is especially true of those mutuals doing business among cotton and woolen mills and among the flour mill industries.

IS MUTUAL INSURANCE SAFE?

But the question might be asked, Is mutual fire insurance safe, and will the companies endure the test of time? The records of the United States Census Bureau show that during the decade of 1890 to 1900 33 per cent of all stock companies doing business during that time had gone out of existence and only ¼ of that per cent of mutuals retired.

F. J. Martin, chairman of the Statistics Committee of the National Association of Co-operative Mutual Fire Insurance Companies, makes this statement:

"In 1890 there were 350 stock fire insurance companies doing business. On January 1, 1903, only 153 of these remained. In all the States but five, in which we have not complete reports, there were 1,225 mutuals doing business in 1890. On January 1, 1903, all but 189 of them remained in existence. This shows the failure of over 50 per cent of the stock companies as compared with only 15 per cent of the mutuals."

If this is the showing which mutuals in general make, Hardware dealers' mutuals should be even more enduring, because they insure only Hardware stocks, which in themselves are safe risks, and because their clients are so separated that a fire scarcely touches more than one of them at a time, and we do no business in large cities.

Are Hardware dealers' mutual fire insurance companies justified in organizing and doing business? I say most emphatically, yes. It is a well-known fact that stock companies, as a rule, after paying large commissions to local and general agents, high rents and officers' salaries, still pile up large amounts of money, invested in good interest paying bonds and other securities.

The dividends of American joint stock companies were higher in 1902 than in any year since 1860, and the general average for the last eight years previous to 1902 was larger than the average for the past forty-two years.

Not content, however, with the large profits they made, the companies generally doing business through the West raised their rates on an average of 25 per cent, and were it not for the success shown by the mutual companies and the inroads they are making on the business of the "old liners," I have no doubt they would advance their rates still higher.

INCREASED SAFETY OF RISKS AND LARGER PROFITS.

You can very materially assist in making Hardware dealers' mutual fire insurance still more safe and profitable by paying closer attention to the surroundings and interiors of your stores. How many of you take proper precaution with the disposition of your ashes from your stoves or heating plants?

How do you care for the sweepings and litter and rubbish accumulating from the unpacking of goods? More fires occur from the careless handling of these things than from any other source.

Another source of great danger of fires is the largely increased sale of Gasoline, since the advent of Gasoline engines and automobiles. Many Hardware dealers are deriving a materially increased revenue from handling Gasoline, but at the same time are endangering their stock by keeping it either in the same building with their general stock of goods or in some open shed, where most anybody can get at it. Why not spend some of the earnings from handling this product by providing some safe place to keep it in?

It is conceded that the Hardware dealer in the village or city where he is located is considered above the average business man in intelligence and business qualification. I do not make this statement to flatter you, but state it as a solid fact. You should therefore lead in keeping your store and surroundings clean and safe from combustible rubbish and thereby not only make your own risk safer, but by example prove the confidence reposed in you and invite your business neighbors to do likewise.

IMPORTANCE OF RECORDS.

Another source of improvement which could be profitably made by a great many merchants is in the system of keeping their books. To illustrate this more fully I will relate an instance which came to my personal observation about a month ago: A merchant insured in our company suffered a fire loss and I was sent to make the adjustment. I found the building occupied by the merchant entirely destroyed, but as the fire started in an adjoining building about $600 worth of stock was saved. The man carried $2,800 insurance, one-half with us and the balance in an old line company. After invoicing the salvage I asked him how much stock he had. He thought about $4,000. I asked him to show me his merchandise account and previous invoice to prove his assertion. He had neither inventory nor merchandise account, but had a memorandum showing that his last year's inventory was $2,550. We had to go to work and figure up from the individual accounts in his books his purchases and sales, and, after allowing him the usual supposed profit, we could only figure out that he had a stock of about $2,600, and on that basis made our settlement. His banker and his competitors both supposed he had a large stock, but it could not be proved. Had he kept a better system of books the adjustment could have been made in one-fourth the time and no doubt more satisfactory to him and to us. How many of you would be in the same condition as this man was should a fire occur in your stores to-day?

INSURANCE NOT SOLE OBJECT.

Pleasing as the growth and profit of Hardware Dealers' Mutual Fire Insurance is to all of us, we must not, however, lose track of the fact that the insurance business was not the sole object of the formation of these companies. They were formed principally for the purpose of aiding the Hardware associations to perform their noble work—to better the conditions of the retailer. The money saved to you on your insurance should be considered a special fund by you to be used for the purpose of paying your dues to the association and for your expenses in attending the annual meetings and in assisting your officers in their arduous tasks. The real work of the Hardware associations, as you have noticed from the reports of your local officers and from that of the National Committee, has just begun, and they need your most hearty co-operation, not only in your membership, but by financial assistance. Devote your savings from the insurance department to this purpose, and then you will have carried out the principle for which Hardware dealers' mutual fire insurance companies were formed.

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A. R. Sale, secretary of the Insurance Association, then read his report, which gave the details of the inauguration and success of the company and how it was accomplished by hard work. This report closed the Insurance Session.

An interesting and instructive address, prepared at the request of the association, entitled "Some Suggestions as to How a Retail Hardware Dealer May Increase His Business and Profits," was then read by F. H. Luthe, of the Luthe Hardware Co., Des Moines. We reserve it for future publication in its entirety.

L. Lindenberg, Dubuque, gave a paper on

Hints for Stock Taking.

You will all agree with me in saying that a yearly inventory is necessary for every well conducted business. The benefits accruing therefrom are obvious. It brings to light many items of slow stock that must be brought out, placed in a prominent position in the store and worked off. It shows the business man just exactly where he is at—whether he is doing a profitable business, merely holding his own, or going behind. With the annual inventory, an invoice book showing purchases since inventory was taken, and a sales book showing merchandise sales, it would be a simple matter to determine the amount of stock on hand in case of fire, making the adjustment of a fire loss an easy thing to do.

About a week or ten days before the actual inventory commences it is a good plan to go over the stock, counting contents of open boxes and packages, putting a ticket in each package showing what it contains. Any sales made previous to inventory are, of course, deducted from the tickets. In writing down stock the use of inventory blanks will be found preferable to the use of a bound book. By using these loose sheets numbered consecutively from 1 up, several persons can work at them at the same time, one person pricing, and others, if necessary, figuring.

As a Hardware stock is too heavy to shift about a great deal, it will be found that the items composing same are generally in the same order of each inventory, year after year. This fact gives the price clerk an opportunity of taking list prices on such goods as Screws, Bolts, Auger Bits, Chisels, etc., from last year's inventory sheets, without looking through catalogues and price book for same. The discounts, of course, must be changed to represent present values.

Possibly the most tedious thing in the Hardware stock to take is Wire Cloth, it being necessary to measure all part rolls. A simple way of obviating all this trouble is to weigh the open rolls and figure 10 pounds to each 100 square feet of Cloth; the same rule will apply to Poultry Netting. The different widths weigh as follows: 1 foot, 12 pounds; 2 foot, 22 pounds; 3 foot, 30 pounds; 4 foot, 38 pounds; 5 foot, 45 pounds; 6 foot, 53 pounds.

Rubber and Metallic Weather Strip can also be weighed instead of being measured, the number of *feet contained* in the broken packages being determined by the weight as compared to a full package.

Not the least benefit derived from stock taking is the cleaning up that the goods and shelves get. To obviate raising dust when cleaning shelves it is advisable to use dampened sawdust on them. Sprinkle the sawdust over the shelves and after a little while take it up with an ordinary counter brush and dust pan.

J. H. Petty, of Elliott, read a paper outlining the problems of the small dealer other than those of mail order competition. His paper, in part, was as follows:

Problems of the Small Dealer.

My business experience for twenty years has been in a small town and I am not liable to touch on some of the questions that will interest a great many of my hearers who have not enjoyed this privilege.

As buying is so very important, I shall mention this problem first. The buyer should study well the conditions of his trade and keep posted on the markets at all times. He soon finds out that

THE TENDENCIES OF THE TIMES DEMAND LARGER STOCKS,

better assortments and less profits, and when he goes on the market to buy Nails and Wire and many of the staple articles he comes up square against this problem—the same price is made by all.

As we are dependent upon jobbers and manufacturers, we should see that our patronage goes to the legitimate Hardware trade. Mistakes are often made by trying to sell too many different brands of goods. Select as few as possible. Educate your trade that the best goods are always the cheapest.

After goods are bought and placed in stock then comes what might be called the twentieth century problem: How can we sell goods to obtain best profits, with least expense, and bring future results? First, wake up, if you are in the old rut. Get out, join the Retail Hardware Dealers' Association if you have not already done so; not only join, but be a part of it. Here you will meet the retailers, exchange ideas and use the Question Box to bring out any problem that you may want more light upon, and

GET BETTER ACQUAINTED WITH YOUR COMPETITORS,

not only in your own town, but in adjoining ones. Then we must improve our stores in every way possible, make them more attractive, do more effectual advertising, select more carefully the clerks we have in our employ. The clerk who has for his motto "Do something," and is always ready to treat customers with courtesy, who can sell goods that will stay sold without cutting prices and cause the customers to have a desire to come again, is the one always in demand. Let us build more confidence in our business and adopt better sytems.

Business conditions change. We have learned that we must face conditions as they exist. We have reason to think that our lawgivers have shown us no favors. I wish to say right here that I believe our Hardware magazines and trade papers have done more to right the difficult problems than we have done ourselves. Nineteen hundred and four brought new conditions for most all retailers, notably the rural free delivery and the mutual telephone, both of which have come to stay. These conditions are looked upon by the retailer as a problem for him to combat.

We do not want our country to retrograde, and if the major portion of our business comes from those who till the soil, our interests are mutual. The farmer cannot get along without the retailer any more than the manufacturer can without the jobber.

What we want to do, as retail merchants, is to

SELECT A LINE OF GOODS BEST ADAPTED TO OUR TRADE

and keep talking about them every opportunity we have. When sales are made and goods prove not as represented, make it right as cheerfully as you sold them.

These problems or similar ones have always been connected with the retail trade, and possibly always will be. What we want is Hardware men ready to meet them and overcome them.

PUSH SIX DAYS A WEEK.

And as we go from here to our places of business, let us put our shoulders to the wheel and push six days in the week. And when the wheel of Time rolls around to 1906, and to those of us who have been spared until the eighth annual convention, may it be said that 1905 was the best Hardware year ever known in the grand old State of Iowa.

R. R. Williams' Address.

An address by R. R. Williams, Hardware editor of *The Iron Age*, closed the day's session. In this address Mr. Williams plainly told the dealer that the small annoyances which were given such a prominent place in the convention discussions might, after all, be made stepping stones to larger success, and that it was idle for the retailers to spend their time in blaming anybody unless they blamed themselves for having given the catalogue houses an opportunity to intrench themselves. He warned them that the moment they brought into their proceedings anything that had the spirit of boycott they would fail disastrously. More profitable than to waste time in idle complaining would be a careful study of the catalogue house methods. Both catalogue houses and jobbers have systematized their business as not one out of fifty retailers had done. The jobbers had lists of names and they knew from whom every dealer is buying, whether he is a close or a careless buyer, and all about him. They were not content to have business come to them, but went after it with painstaking efforts. He advised every dealer to have a list of every farmer and possible buyer within five to fifty miles of his store, according to the character of business done, and to co-operate with other Hardwaremen in the same town to secure information about the people named on the list. He agreed with the previous speakers that while buying was important, selling was the vital point, and he spoke earnestly of the necessity of originality and initiative.

Entertainment and Smoker.

Departing from its custom of accepting the hospitality of local jobbers and manufacturers, the association gave its own entertainment and made the traveling men and local represenatives its guests. This was an entertainment and smoker given in the convention hall Thursday evening. President Miles gave a brief address, in which he emphasized the cordial feeling felt toward traveling men by members of the association, notwithstanding the fact that a discussion had taken place that day as to the advisability of abolishing them.

FRIDAY MORNING SESSION.

The following officers for 1905 were unanimously elected:

PRESIDENT—H. S. Vincent, Fort Dodge.
VICE-PRESIDENT—C. E. Haas, Le Mars.
DIRECTORS—
First District—T. A. Nichols, Burlington.
Second District—D. S. Stouffer, Iowa City.
Third District—E. C. Moore, Waverly.
Fourth District—S. R. Miles, Mason City.
Fifth District—U. S. Johnston, Tama.
Sixth District—R. J. Breckenridge, Brooklyn.
Seventh District—L. C. Clifford, Des Moines.
Eighth District—F. P. Bolinger, Afton.
Ninth District—U. G. Langfitt, Harlan.
Tenth District—H. S. Vincent, Fort Dodge.
Eleventh District—C. E. Haas, Le Mars.

Amendment to By-Laws.

On motion by Mr. Bolinger, Article 2 of Section 1 was amended to read as follows, the italics being the amendment added:

Resolved, That it is the sense of the convention that the interpretation of the term "retail Hardware dealer," as set forth in the above constitution, to entitle him to purchase Hardware, Stoves and Tinware, be construed to mean any person having an established place of business and carrying a line of Hardware, Stoves and Tinware and such goods as are usually kept in a first-class Hardware store; and in cities of less than 5,000 population all persons carrying a general line of Hardware in connection with any other kind of merchandise, *provided that such Hardware department is conducted on a reasonably profit paying basis.*

Resolutions.

The Committee on Resolutions submitted eight resolutions, thanking the trade press, the honorary members of the association, the Entertainment Committee and the Commercial Club. Other resolutions were as follows:

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ILLINOIS RETAIL HARDWARE DEALERS' ASSOCIATION

The Seventh Convention of the Illinois Retail Hardware Dealers' Association was held in Peoria, February 14th, 15th and 16th, the sessions being held in Turner Hall. It was a large and enthusiastic meeting.

TUESDAY AFTERNOON SESSION.

President Charles H. Williams called the meeting to order, and Mayor E. N. Woodruff welcomed the delegates on behalf of the city, and presented them formally with a key to the freedom of the city. In response to the address of welcome President Williams expressed himself in a few remarks. After the roll was called by Secretary L. J. Nish, of Elgin, President Williams announced the appointment of the following committees:

PRESS—G. R. Lott, Chicago; Charles Mauer, East St. Louis; W. B. Costello, Chicago.

LOCATION OF NEXT MEETING—E. L. Somner, Chicago; Fred. Giessing, East St. Louis; Dan Holder, Bloomington; Frank B. McKenny, Rockford; John Hohmann, Nashville; L. D. Ray, Belvidere.



C. H. WILLIAMS, EX-PRESIDENT.

RESOLUTIONS—L. M. Reeves, Peoria; Grant Porter, Chicago; A. G. Kurth, Anna; T. J. Mathews, Mt. Vernon.

AUDITING—O. B. Stebbins, Chicago; Orlon Howe, Streator; J. P. Eckles, Decatur.

NOMINATIONS—James Gormley, Chicago; H. G. Cormick, Centralia; J. A. Hunter, Peoria; L. Babst, Kankakee; M. Fahay, Decatur.

The Chairman of the Committee on Question Box then announced a number of questions, in the discussion of which the following members took part: G. R. Scott, F. F. Porter, of Chicago; Frank B. McKenney, Rockford, and P. A. Lemoi, Evanston. H. M. Cole, a representative of the Sheldon School of Scientific Salesmanship, Chicago, then addressed the meeting.

Convention adjourned.

WEDNESDAY MORNING SESSION.

President C. H. Williams then delivered his

Annual Address.

Civilization grows by contacts—a nation, community or an individual shut within himself becomes narrow and fragmentary. We are gathered together from all over this great commonwealth of Illinois to receive that inspiration that personal contact with one another brings, and as I look over this representative body of men, all interested in a common line of trade, I feel that we cannot fail to absorb some mental stimulus that will lessen the annoyances and increase the pleasantries of next year's business.

In arranging the programme for this year's convention it is the plan of the committee to have as much general discussion as possible, and there is not a man on the programme who is sensitive to criticism, and we will all welcome criticism and diversity of ideas on all subjects that come up, to the end that we may all leave here like the inhabitants of that hermit nation far away, but with the aggressiveness, if not the warlike spirits of their island neighbors.

The spirit that can manage a winter campaign in an arctic climate would certainly make a success of the Hardware business in Illinois.

To the new members who are with us for the first time I want to say that you are all appointed on the Introduction Committee and to mix and get acquainted is your first duty.

It is a pleasure to know that we will have with us W. P. Lewis, of the National Association. For the able, aggressive and dignified manner in which the National Association's affairs are being managed we can heartily congratulate our national officers.

We should keep in as close touch with the National Association as possible, as through it, backed by strong State associations, can the most good be accomplished.

It is a pleasure to report progress, and the red lines printed crosswise on the invoices of all important jobbers in this State are the culmination of a long

CAMPAIGN OF EDUCATION AND ACTION.

I do not believe there is a country dealer present who has not made in profits more than his annual dues and expenses to this convention from sales of goods that the money had been mailed away and returned because Messrs. Blank could not pick up the goods from Mr. Jobber.

If any jobber is still selling pickups to these establishments, I hope it will be given publicity on the floor of this convention and I trust the gentlemen present to do the rest.



L. D. NISH, EX-SECRETARY.

There is no business matter of public interest attracting such universal attention at the present time as that of freight rates and the discriminations made in favor of and usually forced by large combinations, often enabling them to crush competitors by this item alone.

When we are quoted goods f.o.b. Pittsburgh, plus tariff rate to destination prepaid and added to the bill and allowed to discount freight and all 2 per cent, it simply means that Mr. Shipper gets a rebates. Reform in this line is a hard proposition and to be brought about must enlist on its side both powerful political and business interests. Our Freight Rate Committee have done everything in their power to have the unjust local tariffs in Illinois changed. Fred. Giessing, East St. Louis, of the committee, is here and will tell you what they have done and what they have been up against. I trust this convention will indorse, and have a copy sent to Washington, the stand taken by President Roosevelt in the matter of government control of freight rates.

For the

INTERESTS OF THE RETAIL DEALERS ARE WITH THE MASSES,

the people of moderate means, whose welfare is our welfare. We are not calamity howlers, and perhaps Lawson in his articles on "Frenzied Finance" or Ida Tarbell in her "History of Standard Oil" or Charles E. Russell on "The Greatest Trust in the World" may make some overdrawn statements, yet to any thoughtful citizens these sound an alarm.

Needed reforms will never come from the very wealthy and cannot come peaceably from the very poor. But what has this to do with the Hardware business?

The retail merchant occupies a perilous position between monopolistic greed and the masses of the people, and he

SHOULD STUDY FROM ALL POSSIBLE STANDPOINTS

the great national affairs of momentous importance and when the Chief Executive of the nation dares to shake off party conservatism and go into a struggle for justice to all, as against the privileged few, the people who come in closest touch with the masses should be the first to back him with all the power that they can command.

Our Executive Committee will present a matter to you which they believe will bring you back in dollars more than this association costs

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you. It is pleasing to note that while the last year was a Presidential year, business was very little disturbed and all are reporting a fair share of prosperity. The demand for better grade of goods continues and this is a great factor for keeping trade in legitimate channels. The Hardware papers have spared neither brains nor expense to foster in every way possible our State and National associations, and we cannot in words express the appreciation we feel for their zeal and loyalty. I feel that the time has come when they

SHOULD NOT BE EXPECTED TO PUBLISH AS FULL REPORTS

of our various State conventions as formerly; it takes too much space. Also the dealer who stays at home and expects to get the full benefit of the conventions from his trade paper will feel more disposed to join the association and attend the convention if he cannot get it in full from their reports.

In speaking for the dealers outside of Chicago, I wish to say to the members of the Chicago Retail Hardware Dealers Association that we greatly appreciate the loyalty and vigorous support you have always given to the association. The conditions of business in a great city are such that you have not as much in direct benefits to expect from a State association as have the country members, and yet as your special train stopped at my home town apparently you had brought the whole of the Hardware people of Cook County and then some.

And, by the way, we have a Governor from your county, young, fearless and active, elected by 300,000 plurality, and we are looking for him to champion the cause of the masses in the matter of freight rates and other matters of vital importance. It has always been considered good business sense to keep out of politics, and as a strong partisan or seeker after office, as it is now, but I believe that every retailer in the United States ought to try and keep in touch with the political and industrial situation and be an ever stronger factor in the shaping of legislation.

The Committee on Freight Rates made an informal report in the absence of the chairman, C. M. Hurst, of Decatur.

L. D. Ray, Belvidere, then read an interesting paper on "Plumbing in Connection with the Hardware Business," as follows:

Plumbing in Connection with Hardware.

BY L. D. RAY.

We surely realize the fact that this is an age of combination and concentration of interests that apply to each other, and I think, from my experience, that you can increase your trade in many ways by adding the plumbing business to your present line of Hardware. The one great question that has confronted the majority of the Hardware dealers who contemplated adding plumbing is the question of union labor, for there has been a time, and not many years past, that it was almost impossible to run a plumbing department on account of the stringent rules of the journeyman plumbers, which gave the merchant very little show for profit, but I think that time has gone by, as the unions have overreached themselves until now, outside of the large cities, they have very little influence.

PLUMBING CAN BE PROFITABLY ADDED

to the Hardware business if properly handled. You must have a man who is thoroughly familiar with estimating and laying out your work, as there are no two jobs that can be figured alike. He must know the amount of work that each plumber can do. He must know the principles of water circulation, the amount of pressure it takes to run motors that pump the soft water, the sizes of sewer it takes for a given number of closets or baths, and, in fact, he must be a thoroughly practical man and a man of good judgment in that line of mechanics.

Plumbing has always been considered a business entirely by itself until the last eight or ten years, but we find from experience that it is a part of the Hardware business just as much as the Tin shop. Our plumbing pays us a greater percentage of profit for the amount invested than our Hardware or Tin shop, but it is looked after by a member of the firm, and he devotes his entire time to it and has charge of the plumbers and heating men whom we employ.

WE FIND IT HELPS OUR HARDWARE PROFITS

in many ways. First you find a party is going to build a modern residence. You go to him and ask him if you may submit prices on the trimming Hardware, Tin work and plumbing, heating, Paints, Oils, Varnish, and, in fact, everything except the carpenter work, lumber and plastering. You can make him a price on the whole. Your competitor in any one of the above mentioned lines does not know nor has he any way of finding out what your separate bid would be on any one of the items mentioned, and the owner, we find, would rather, in ninety per cent of the cases, let his contract for all that applies to the Hardware line to one man.

And further, we find our profit is not yet finished. When the owner gets that house completed he wants a new Range for his kitchen. We have it. Our plumber is working right there; he can connect it for less expense than you can buy a Range elsewhere and have it connected, consequently we sell him the Range.

And he is not finished yet. After he moves in he finds his wife wants Lavatory Glasses, Nickel Towel Bars, Nickel Soap Dishes, Sponge Holders and all of the little articles that go to make up the modern bathroom.

We also find that

IT INCREASES OUR HARDWARE BUSINESS WITH THE FARMERS.

In this age the farmers enjoy all the modern methods of farming. You find them with Gasoline Engines, Cream Separators and all the modern Machinery such as Valves, Steam Gauges, Water Glass, Automatic Oilers, Pipe and Fittings, Etc. We have placed in farm residences as complete a bathroom and sanitary plumbing job as you can find in any of your modern city residences. Does that plumbing in the farmer's residence help your Hardware business? My answer is yes, for he is convinced that he can go to your store and get anything that is made of Iron or Steel, and when he wants anything he does not bother to look up Mr. Catalogue House, but goes to his dealer for it first.

The Hardware jobber is surely endeavoring to help you all he can. I think I am safe in saying that fifty per cent of the Hardware jobbers carry most of the small lines in plumbing, such as Faucets, Lead Pipe, Sinks, Traps and Bathroom Fixtures. He adds to his line because it is profitable. If it is profitable to him it will be for you, if properly handled.

PLUMBING GOODS PROTECTED.

We find better protection among the manufacturers of Plumbing Goods. You do not see the catalogue houses advertise Plumbing Goods very extensively for the reason that they know that manufacturers will not put their best goods in their hands, and they could not use them if the manufacturers did. What would any person do with a Bathtub, Closet or Lavatory from a catalogue house? He could not connect it and he could not get a plumber to do it.

However, go at it lightly. Don't try to do all the plumbing business at once. Teach your trade the use of the modern conveniences. It will be a source of income after you have taught them.

This was followed by the reading of a well digested and thoughtful paper on

Hardware Stores, Past, Present and Future,

which we reserve for publication in a subsequent issue.

WEDNESDAY AFTERNOON SESSION.

W. P. Lewis, New Albany, Ind., then addressed the convention in the interests of the National Retail Hardware Dealers' Mutual Fire Insurance Association. He said in part: "This association was largely a feature of Illinois. I wish to say that it is one of the traits of suman nature that many men should see a good thing and not accept it. This is because of their inherent hesitancy. A great advantage of Hardware association is found in mutual fire insurance. It expresses to you in dollars and cents the advantages of belonging to an association. It represents at least the annual dues and in many cases the expense of attending the meeting. The National Retail Hardware Dealers' Mutual Fire Insurance Association is exceedingly broad in its scope, as it does business in every State. It has just finished the first year of its existence—namely: the year 1904. It has not made a rebate. It was considered a point of strength not to do this, as the money is in the treasury and the rebate could have been made. The expenses in the association, covering so broad a territory, are high. We spent $600 for postage stamps alone. The association has over $800,000 of insurance on its books, and this year a liberal rebate is contemplated.

* * * *

H. G. Cormick, Centralia, then asked the convention to endorse the National Retail Hardware Dealers' Mutual Fire Insurance Association, with the hope that when we meet in Chicago next year we would see three times as much insurance written as at present. The motion of endorsement was carried.

The convention was then addressed by M. S. Mathews, the secretary of the Minnesota Retail Hardware Dealers' Association, who talked insurance in the company represented by him. He said Minnesota has $2,000,000 of insurance written and eleven hundred policyholders.

F. E. Muzzy, of the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., then gave an address which was listened to attentively. He said in part:

You are our distributors, and we prosper as you prosper. The Hardware dealers rank high in the commercial world, and are among the shrewdest of buyers. They were the first to organize, and to-day they have the best series of State associations and the best national association of any trade; and the work of the two closely fits together.

If grievances are presented by associations as strong as yours they naturally receive serious consideration. Every Hardware man in the United States should join the State associations. The Hardware associations are still young, but they have done more to check inroads of catalogue house competition than all other lines of trade put together. The catalogue house is here to stay, and they will have no difficulty in securing Hardware, which is marketed by from three to four hundred jobbers.

Mr. Muzzy then went into detail, explaining the experience of his house in fighting the catalogue houses on behalf of the retail trade. One disagreeable feature of this fight which he had had with these houses was that he had found that some jobbers, even some members of the National Hardware Association, were eager to sell these houses.

One day the president of a catalogue house said to him, "You have spent more money in keeping your goods from us than any one else we know of."

Owing to the stubborn fight made by this firm, retailers are now able to meet the price and make a profit. He said: Our firearms are the most profitable dealers can handle, and we propose to protect you.

I am going to tell you a story which occurred at the close of services in a certain church. While the money was being counted, one of the deacons was evidently disturbed, and a brother approached him and asked, "What is the matter?" He said, "A stranger deposited a ten dollar bill in the box." A second deacon said that was good. "No," the first deacon rejoined, "it was bad." This applies to the parcels post so many Hardware dealers have so bitterly opposed.

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If it became a law it would drive half of you out of business.

The mutual insurance idea, which several Hardware associations have taken up, is a profitable one, and should prove beneficial. You will find dead stock in all lines, and auction sales will help you to reduce overstock without cutting prices. This is something which all merchants in a town should join in. All dealers should advertise, but it should be borne in mind that it is those dealers who advertise lawn mowers in December that lose out to the catalogue houses. They are merchants in name only, and should belong to the association.

All merchants should study salesmanship. Nine out of ten retailers look more for an extra two or five per cent than they do to selling goods. I remember when I was a boy and earned money husking corn and decided I would buy a pair of buckskin gloves with purple chinchilla backs. I went into the store and asked the price. The proprietor said they were $1.25, and I told him I only wanted to pay a dollar. He laid his hand on my shoulder and said, "There is nothing I had rather do than sell you those gloves for a dollar, but I can't do it." He did it so nicely that I paid him the $1.25 and went away feeling real pleased."

H. G. Cormick, Centralia, delivered the following address:

Our Association, Its Objects, Results and Future.

On August 16, 1899, the Illinois Retail Hardware Dealers' Association was organized in Chicago and those who were present at that meeting are yet active members. Each of the succeeding years have added to their loyalty and enthusiasm.

Many are the cities in which shorter business hours prevail. Social gatherings, where there are local associations, have become numerous, being of incalculable benefit to each individual. Such has been the interest in elliminating the dead beat that there is scarcely a place of any size but what restrictions have been so thrown around his operations that in the near future he will cease to be a menace to business health.

GREAT STRIDES HAVE BEEN TAKEN IN CO-OPERATIVE BUYING

and it is practiced to quite an extent in most of the cities of our State; also in a few instances has spread to the country, where dealers are suitably located. Carefully and conservatively followed, the results are "easy money" with a little effort on the part of the executives. Local associations have sprung up wherever there were sufficient members to justify them, and in many places where our membership is small they have been mainly responsible for the existence of retail merchants' or business men's associations, which have been of great value to their several communities. The attitude of the retailer towards the jobber, and in turn of the jobber towards the manufacturer, is such as has never existed. For this improved condition this movement is alone responsible, and I believe that the success in inducing the withdrawal of certain lines from catalogue houses is but one of the results destined to be gained.

If the foregoing premises are well taken, it behooves us to look into the future, and if possible gain knowledge whereby we may get better returns for our efforts.

First in importance is our increase in members. Past experience has demonstrated that of all means personal solicitation gets the best results; but this costs money. Will their convention provide the funds? Our officers are competent and will see that the work is done.

In order that our association be relatively more successful, let me impress upon every member the necessity of becoming

AN ACTIVE MEMBER OF A RETAIL MERCHANTS' ORGANIZATION

in his community, through which you can reach encroachments upon your rights as business men, foster local improvements and keep in close touch with abuses in local government.

Much has been said and written about the baneful influence of catalogue house and department store competition, and no specific has yet been offered for it; yet if our members will not live in their store rooms from morning until night, frittering away their time over the detail of their business

THAT CAN BE LEFT TO EMPLOYEES,

but will get out, mingle with their trade, entering into their life as much as possible, much can be done to help present conditions. Let me plead with you as incidental to the future welfare of our association that each of you take a high position as to civic local pride and citizenship, that the rumors of fraud and graft in the conduct of our governments may cease and be without a foundation of fact.

Convention adjourned.

WEDNESDAY EVENING.

Wednesday evening was devoted to a banquet at Turner Hall under the auspices of the Peoria members of the association, viz.: Charles Johnson Hardware Co.; Balzer & Reeves, Peoria Coal Drill & Hardware Co., J. P. Becker, Martens, Robinson & Co., F. W. Traeger, Hunter & Strehlow, F. Meyer & Bro. Co., R. L. Wilson & Co., M. Pfeifer & Co., Theo. Folkers, A. B. Weers, O. C. Slane, William Bittel.

After the banqueters had their picture taken at 9 p. m., William Bittel, of Peoria, introduced Charles D. Clark as toastmaster for the evening.

Among the speakers of the evening were: W. P. Lewis, ex-president of the National Retail Hardware Dealers' Association; C. L. Burch, of the Brand Stove Co.; H. G. McCormick, Centralia, ex-president of the Illinois Retail Hardware Dealers' Association; "Pop" Bennett, of the Lawson Manufacturing Co., Chicago; E. F. Baldwin, editor of the Peoria Star; R. R. Elliott, of the Estate of P. D. Beckwith, Dowagiac, Mich.; Will H. Collins, the monologuist; James M. Reeves, the Peoria advertising specialist; Alford P. Reiter, of Hibbard, Spencer, Bartlett & Co., and F. K. Gray, of the Heath & Milligan Manufacturing Co.

THURSDAY MORNING SESSION.

Secretary L. J. Nish, Elgin, delivered his secretary's report, which will be published in full in the forthcoming number of the *Bulletin*. In the course of this report Mr. Nish gave out the approximate membership of the different State Hardware associations as follows: Minnesota, 700; Iowa, 600; Indiana, 425; Wisconsin, 400; Ohio, 325; Illinois, 300; Nebraska, 200; Pennsylvania, 200; New York, 165, and Missouri, 160. He pointed out that Illinois was sixth on this list. During the past year the association has taken in ninety-eight new members, making its membership approximately 400, or a total of 388.

After the acceptance of the secretary's report, Treasurer George T. Englehardt, Chicago, read his report as follows, which report was adopted.

Balance	$2.20
Receipts	666.00
Expenses	659.52
Balance	9.68

Charles T. Woodward, Cartinville, then read a paper on

The Steel Range.

Charles Smith, of Charles Smith Co., Chicago, then made a rattling speech upon his belief that exhibition space should be sold by and in ure to the benefit and profit of the association.

T. J. Mathews, Mt. Vernon, then read the following excellent paper on

Work and Be Square.

BY T. J. MATHEWS.

If the individual members of this convention should be asked for the secret of their success in business probably no two answers would be the same. One might attribute his success to energy and enterprise; another, perhaps, to frugality and close attention to business: another to having what a customer wants at the time he wants it, to good advertising, close collections, etc. These are all factors of success, and there are perhaps many others; but I am sure that hard work and square dealing must go hand in hand with any of these to insure permanent success.

An article in one of our great story papers recently told of a young traveling man who asked an old salesman for some pointers before starting out on his maiden trip. The reply came in these terse, pointed words: "Work and be square—never come down on a price—make the price right in the beginning." I don't know when I have seen so much good advice expressed in so few words. The Hardware dealer probably needs this advice less than most men, for he seems to absorb the sterling qualities of the metals in which he deals—with the possible exception of Brass.

Some one has defined genius as an infinite capacity for taking pains. That kind of genius should characterize every active Hardware dealer. The indolent man has no place in a Hardware store.

Aside from financial considerations,

WORK WELL DONE BRINGS ITS OWN REWARD

—the sense of something accomplished and a keener and quieter satisfaction than ever comes to the indolent.

EVERY BUSINESS MAN SHOULD HAVE A HOBBY,

some non-money grubbing interest, outside of business to occupy his leisure hours. It may be association work, amateur photography, gardening, dog training—anything to take his mind out of the rut. The essential thing is to lock up his business affairs when he turns the key in his store door lock. The man who does this will live longer and accomplish more than his unfortunate brother who carries his worries home and takes them to bed with him. The mountain of worry locked up in the store the night before is often but a molehill in the light of another day. A worried poet once said, "Ye Gods; it would be rare if care were not the waiter behind a fellow's chair," but he can be easily banished. Lock the door on your worries. Worry is a habit of mind that can be cured by sane living and a vigorous effort. Be the master of your own mind.

PRICE CUTTING.

I believe in the gospel of work and what President Roosevelt calls "a square deal." The one-price store is where everybody gets a square deal. The merchant who continually cuts prices to effect sales begets a suspicion of exorbitant prices. The favored customer brags of his bargain and forms the "jewing" habit. The customer who does not "jew" hears of his neighbor's bargain and justly feels that he has been discriminated against.

One's best customers seldom try to beat down a price. They are certainly entitled to as good a bargain as our penny splitting friend, who is seldom a loyal customer. Be square with the man who never "jews:" make the price right in the beginning.

BE SQUARE WITH COMPETITORS.

Don't make a price on goods not in stock or a lower one on goods already purchased elsewhere. If your neighbor runs short and needs an article to fill an order make the price right and let him share in the profits. Never speak evil of your business rivals. No good was ever accomplished by running down a competitor.

BE SQUARE IN YOUR ADVERTISING.

If goods are advertised at a cut price, the cut should be genuine and a good reason given for it. The man who would be successful must tell the truth in print and out of it. We have all seen advertisements in which the lie was so patent that we wonder it deceived any one. A lie is a boomerang that seldom fails to come back to the thrower. A little boy once said: "A lie is an abomination in the sight of the Lord, but an ever present help in time of trouble." But I am afraid it only postpones the trouble. It pays to gain a customer's confidence and keep it; it never pays to abuse it. Frankness, truth and politeness are good business assets as well as cardinal virtues.

One of the best advertisements is a satisfied customer. Some are very hard to satisfy, but it pays to make an effort. Money back if

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KENTUCKY RETAIL HARDWARE AND STORE DEALERS' ASSOCIATION

President's Address.

President Frederick opened the Tuesday afternoon session by reading his annual report, as follows:

Once more we meet in annual convention, the fifth in the history of our association, and I trust that it is as sincere a pleasure to each one of you as I can truly say it is to me. These gatherings of earnest, busy men are primarily for the advancement of our material interests.

THE CONSIDERATION OF EVILS THAT THREATEN OUR BUSINESS,

the interchange of opinions, the debating of business problems, the evolving of new, up-to-date ideas and the correction of faulty methods, are some of the benefits we expect to derive from these meetings.

But I hold that these advantages are really only secondary when we find how much more we have gained in the greater growth of those nobler attributes that mark the true man as a result of these deliberations. The enlargement of our ideas of life by the friendly intermingling, the uplift to our character by the wise counsels of

MODERATION AND STRICT REGARD FOR JUSTICE,

the uprooting of the poisonous growth of selfishness and prejudice that dwarf and warp and mar our better nature, the genial inter-



J. C. FREDERICK, PRESIDENT.

course with our competitor by which the dark clouds of suspicion and distrust are dispelled by the sunlight of friendly rivalry—these are the higher rewards received and thus are we unconsciously lifted to a higher plane, where we can make fuller use of life and its opportunities.

Organization is the watchword of the twentieth century. It should be our slogan as well. Were it not for organization you and I would stand here to-day dull, untutored savages. Self-preservation is the first law of nature. Primeval man early discovered the fact that his efforts joined with his neighbor's were more effective in warring against his enemies or in protecting himself from their attacks, and consequent organization or union of forces has made the world and civilization what they are to-day. Why, then, should not we, as wise, intelligent, farseeing business men, mutually co-operate for the protection of our interests against the danger that exists and not merely threatens but already injures us? Why should not we also pool our brains and experience in combating the enemies that confront us? Why not use our combined influence and the wonderfully persuasive effect of our elective franchise upon misguided and frequently debauched lawmakers to prevent the enactment of pernicious and hurtful laws? Why not move

THE MIGHTY FORCE OF OUR COMBINED CAPITAL

and purchasing power against the evils that cast their baleful shadows over the sunlit heavens of our prosperity?

What these evils and dangers are I do not deem it necessary to mention here categorically. That is left to abler minds and pens than mine, and they will all be intelligently and exhaustively presented for your consideration by men who are peculiarly well qualified for the task.

In this connection I wish to call your attention especially to what has been

ACCOMPLISHED BY THE NATIONAL ASSOCIATION

in the past few years in correcting many abuses that were harmful to the Hardware trade. It is composed of your representatives, to whom you have delegated the authority to act for you. It is the concrete expression of your opinions, your desires, your purposes, and it is deserving of your unswerving loyalty and generous support. Its Executive Committee is composed of men many of whom you know personally and whom to know is to admire. It has shown its fitness and capability by the fruits of its labors. It has exposed the unfair methods of catalogue houses and shown you how to fight and checkmate them.

IT HAS WATCHED AND GUARDED YOUR INTERESTS

against the insidious parcels post bills, and has been the chief agency to awaken the merchants in other lines to their danger. It has cleared many of the misunderstandings between the retail dealers and the jobbers and manufacturers, and has brought about the hearty, sincere co-operation on the part of many of them. It has organized the Hardware Dealers' Mutual Fire Insurance Association as a protection to you against the rapacity and greed of the regular insurance companies and given you the opportunity of saving enough in your insurance account to pay your association dues, expenses for the trip to the annual meeting, and have something left with which to buy presents for the wife and babies.

And this brings us to the consideration of the finances of our association. Your Executive Committee is necessarily handicapped in its efforts by a lack of funds. There are two ways by which this can be remedied. One is to increase our membership very largely; the other is to increase the annual dues. I am certain that the first will be more acceptable and so there is but this to do. Let every member feel that the life of the association depends in a large measure upon himself and so use every honorable means and effort to gain new members and to hold them. Tell them of the advantages and benefits you are deriving from it; do not fail to invoke the aid of the traveling man. If you can get him interested enough to talk for us you have gained a powerful ally, since his chief business in life is to talk and hustle and get results, and he usually gets what he goes after, as some of you well know—sometimes to your sorrow.

* * * *

W. R. Belknap's Address.

W. R. Belknap, president of the Belknap Hardware and Manufacturing Co., addressed the convention on "A Few Things That Will Help the Retailer." He referred to the establishment of his firm sixty-five years ago, and contrasted the Hardware business of the early day with the business of to-day. Fifty years ago, he said, most of the goods sold by Hardware dealers were imported from England, but gradually American enterprise elbowed the foreign manufacturer off our map, and to-day America not only supplied the bulk of its Hardware goods, but was invading foreign fields. The fundamental idea of success in business was the establishment of character and he hoped that the Hardwaremen of the State would so serve and labor to this end that every man should know the difference between a Hardwareman and others. It was unfortunate, he said, that a child could only learn to dread the fire by being burned, and that the new generation would have to learn its lessons by experience rather than precept.

The retailer and the wholesaler had the same problems to solve and the same principles governed both. He emphasized the importance of taking stock frequently, and the necessity of carrying proper fire insurance. Inadequate insurance or no insurance, said he, limits a dealer's credit. On the subject of local competition and the discussion of what constitutes a Hardware store the speaker contended that it depended on local conditions, and that the preponderating stock should govern.

He advised his hearers to add all articles of universal sale they could to their stocks, and suggested the wisdom of displaying samples of fancy high priced Tools and Specialties. Such articles looked so much better in themselves than they did in the catalogue pictures that their display would prove of advantage in counteracting the influence of mail order houses. He made a plea for stocks that would appeal to the women, advised care and study in the matter of more window and showcase display, and suggested that a valuable means of meeting the competition of 5 and 10 cent stores was to have a counter on which were displayed miscellaneous goods ranging from 5 to 25 cents in price, each piece or lot plainly tagged.

Co-operation and friendly feeling between retailers and wholesalers, systematic work through organization to accomplish worthy results, and a high standard of business honor and integrity were sure to win for the Hardware trade a victory over the hostile forces that sometimes assailed it.

The report of Secretary John R. Sower was then read.

Secretary's Report.

A year has passed since our last most pleasant meeting, and again we are gathered together to discuss the best means of improving and increasing our business and protecting ourselves from unfair and illegitimate competition. In submitting my first annual report to this our fifth annual convention, I want to thank the members and our able and most worthy president for their hearty and untiring support. I have had the advice of our president from time to time during the year, and have found him ever ready to advise, encourage and to give freely of his time in advancing the best interests of our as-

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ciation, and while we have not always accomplished what we expected we have made good progress. Your seceretary has exchanged letters and circulars with his fellow State secretaries, and has profited by this pleasant correspondence.

The trade papers have shown their interest in our association work by the letters of inquiry regarding our meeting and have generously offered their columns for our association work.

I want to express my sincere appreciation of the favors rendered by our commercial friends, in talking the benefits derived from being members of our association. There have been a few grievances reported, all of which I believe have been satisfactorily adjusted.

We mailed out 500 copies of our last annual convention reprint donated by the *Iron Age*. During the year we sent out about 2,800 circular letters with membership blank enclosed, and I am pleased to state that we have added twenty new members to our list, and I believe by the time our next meeting rolls around we will be well to the front in association work.

At the secretaries' meeting held during the National Convention at Indianapolis in March, one of the principal questions borught up was, "How to Get New Members?" After an extended discussion it was decided that personal solicitation was much more effective and cost but little more in the long run than correspondence. I would suggest that this plan be considered during this meeting. I wrote about 125 letters to the different postmasters of the State asking for the names of the Hardware dealers in their town and enclosing postal for reply, and in this way was enabled to reach almost every dealer in our State with circular letters. I wrote about 250 letters getting advertising matter and preparing for our programme, and about 200 letters on various things relating to association work. You will notice that our programme has been generously patronized as an advertising medium and I earnestly hope that our members will show their appreciation of the favors of our advertising patrons. We sent out through mail 700 copies of our programme.

Our president called a meeting of the Executive Committee, to be held in Louisville January 18th to make arrangements for our convention. The Gault House tendered us the use of their parlors as a meeting place, free of charge, and I would suggest that our members show their appreciation of this favor.

In conclusion, I want to express my sincere appreciation of the cordial co-operation that has been given me during my term of office. I have always tried to promote the best interests of our association and the welfare of its members, and have at all times during my term of office served you to the best of my ability.

Gentlemen, I thank you for your attention.

JOHN R. SOWER.

WEDNESDAY MORNING SESSION.

The president announced the following Question Box Committee: A. Steitler, Owensboro; Mr. McEwen, Springfield, and Lester Gaines, Lawrenceburg.

Paul Wagner, of Louisville, ex-secretary of the association, read an extremely interesting paper on the subject of

Mutual Benefits Derived from Co-operation,

In the discussion that followed the reading of the paper a number of delegates took part, among whom were J. Ogden, Ashland; J. W. Mahan, Lawrenceburg; U. S. Shacklett, Fulton; J. W. Read, Hodgenville; A. N. Stone, Sturgis; Mr. Cubbage, Litchfield, and others.

A motion was passed that it was the sense of the meeting for future conventions to have three days instead of two, and as the by-laws conflicted, a committee was appointed to revise the Constitution in this and other particulars. This committee consisted of John W. Read, Hodgenville; B. J. Durham, Danville, and J. W. Mahan, of Lawrenceburg. It was instructed to submit to the secretary the amendments which it should propose, so that he could place copies in the hands of the members at least thirty days before the next session.

Mr. Shacklett read his report as delegate to the National Convention at Indianapolis last year.

At the Wednesday afternoon sessions Saunders Norvell, president of the Norvell-Shapleigh Hardware Co., St. Louis, Mo., chairman of the Joint Catalogue House Committee, addressed the meeting. He recited the events that led up to the formation of that committee, and gave a rapid outline of the work thus far accomplished.

During the executive session which followed, the Committee on Legislation, consisting of Messrs. Durham, Cubbage and Wagner, was made a permanent committee, and its attention was called to the necessity of correcting existing laws on the subject of license for pistols and dirks; the sale of blank cartridges; the unfair laws preventing garnishment for debt, and the fact that the present State laws gave the old line insurance companies almost autocratic power in the State, preventing the formation of mutual companies, such as have been formed by Hardware companies in other States.

The Committee on Resolutions, consisting of U. S. Shacklett, William Hinkle and John W. Read, presented resolutions of thanks to the president, secretary and Executive Committee; to the *Iron Age*; to W. R. Belknap; to the J. Stevens Arms and Tool Co. for the part taken by that firm in checking the power of mail order houses; to jobbers and manufacturers for their assurance of protection against retail mail order houses; to W. B. Lewis, treasurer of the National Hardware Mutual Insurance Co.; to Mr. Norvell; to the Galt House and the press of Louisville.

Officers for 1905-1906.

The Committee on Nominations, acting in accordance with the Constitution and By-Laws, submitted two names for each office. The result of the election which followed is as follows:

PRESIDENT—J. C. Frederick, Owensboro.

FIRST VICE-PRESIDENT—U. S. Shacklett, Fulton.

SECOND VICE-PRESIDENT—George W. Buck, Louisville.

TREASURER—A. Steitler, Owensboro.

SECRETARY—John R. Sower, Frankfort.

DELEGATE TO NATIONAL CONVENTION—John R. Sower; Alternate, John S. Ogden, Ashdown.

Secretary Sower was in receipt of a number of commendations for the tireless manner in which he labored for the association, and the convention, by a rising vote, tendered its compliments to Mrs. Sower for her assistance in the good cause. A fund was collected and turned over to the president, with instructions to purchase a suitable testimonial and present it to Mrs. Sower.

Louisville was selected as the place for the next meeting, the time and hall to be selected by the Executive Committee.

The paper of George Dehler, of Louisville, on the subject of

How Can the Retailer Improve His Profits and His Business?

was read by Mr. Shuman at the request of the chairman, and the association, by a rising vote, expressed its thanks to Mr. Dehler and expressed its regret that he was prevented from attending the convention by reason of sickness.

ILLINOIS RETAIL HARDWARE DEALERS' CONVENTION.

Concluded.

not satisfactory is a good working motto for every merchant. An unfair customer may present a claim not justified by the circumstances, but charge the loss up to advertising and you will find the money well spent.

But whatever you do, do it cheerfully, promptly, courteously. Replace defective or unsatisfactory goods with a pleasant smile, and you touch a warm spot in your customer's heart. On the contrary, an adjustment grudgingly or reluctantly made leaves a sense of injury at least equal to that left by a prompt but courteous refusal. The old customers that you retain by this kind of advertising cost much less than the new ones you gain by any other method.

IT SOMETIMES PAYS TO BE A LITTLE MORE THAN SQUARE.

Be square with your jobber. Don't cancel an order once given without his permission and a full explanation of the circumstances. He cannot afford to be less than square with you—the retention of your business depends upon it. Don't discount a bill after the time limit has expired. The creditor may not protest, but it is unwise to save one's bank account at the expense of his character.

Let us also be square with ourselves and not try to buy for our own use at wholesale prices goods kept in stock by reputable retailers at home and in the next breath condemn the catalogue house buyer who tries to do the same thing.

Chicago was chosen as the next place of meeting, after which the convention adjourned.

THURSDAY AFTERNOON SESSION.

W. P. Bogardus, president of the National Retail Hardware Dealers' Association, having been prevented from attending the meeting by other business, a resolution of regret was unanimously passed. E. F. Baldwin, of the Peoria *Star*, made a speech, at the conclusion of which he was given a vote of thanks.

The following officers were elected for the ensuing year:

PRESIDENT—Frank B. McKenney, Rockford.

VICE-PRESIDENT—F. Giessing, East St. Louis.

MEMBERS OF EXECUTIVE COMMITTEE TO SUCCEED THEMSELVES—W. T. Gormley, Chicago.

L. D. Ray, Belvidere.

LEGISLATION—C. Hauss, East St. Louis; J. D. Smith, Chicago; Charles H. Williams, Streator; George Harms, Peoria; George B. Churchill, Galesburg.

INVESTIGATION—G. R. Lott, Chicago; T. J. Mathews, Mt. Vernon; H. Groos, Peoria; Charles Robinson, Springfield; C. E. Mauer, East St. Louis.

DELEGATES TO CONVENTION NATIONAL RETAIL HARDWARE DEALERS' ASSOCIATION AT MINNEAPOLIS—

Charles H. Williams, Streator.

L. D. Nish, Elgin.

Frank B. McKenney, Rockford.

A Membership and Promotion Committee, consisting of members of the traveling fraternity, was also created at this meeting, as follows:

W. H. Bennett, Chicago.

R. R. Elliott, Springfield.

John LePage, Peoria.

Charles Smith, Chicago.

E. C. Loomis, Chicago.

L. D. Nish, Elgin, who was elected as secretary in 1904, holds over until 1906.

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"With the muse there must be no divided love!"

"What is more desolate than life's moral Great Divide?"

"These bookish women—they are trimmed back and stunted for the sake of the fruit!"

"Great men are rugged and lonely, like lighthouses, and, like lighthouses, they are very useful!"

"Her flashing wit was a spade bayonet with which when not piercing her enemy she intrenched herself!"

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

In the May issue o. .ne Butterick Trio (appearing April 10th), we will have a four page advertisement in colors costing

FIFTEEN THOUSAND DOLLARS.

This is the

LARGEST ADVERTISEMENT EVER PLACED

in this publication for one issue.

We will have in the April issue Ladies' Home Journal (appearing March 25th), an advertisement costing

EIGHT THOUSAND DOLLARS.

This will be the first double page advertisement which has ever appeared in this publication.

We will carry standard magazine sized pages in the following publications in addition to the above during the spring months alone: McCall's, Ladies' World, Good Housekeeping, Munsey's, McClure's, Cosmopolitan, Youth's Companion, Success, Christian Herald, Harper's Bazaar.

The combined paid circulation of these publications is 6,609,665: allowing four readers to each copy (which is conservative), our immense advertisements will reach 26,438,660 readers at just the right time for selling JAP-A-LAC.

Our expenditure for publicity advertising during the Spring months will amount to

SIXTY THOUSAND DOLLARS.

This is by far a larger amount of money than has ever been expended by all varnish houses combined for magazine advertising.

Just think of it,—this expenditure is for four months only. JAP-A-LAC will sweep the market this year. Prepare yourself for some of the dollars.

We are spending this money to help you sell JAP-A-LAC, by educating the consumers fully as to what it is, and what it does.

We will distribute $1000 in prizes for the best Window Displays made "JAP-A-LAC week" which begins April 10th 1905. Let us tell you about it.

ADDRESS 641 WILLIAMSON BUILDING,

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES,

CLEVELAND, OHIO.

THE DIFFERENT KINDS OF GLASS.

The varieties of glass have been described as: Soluble glass, bottle glass, common window glass, crown glass, plate glass, flint glass, crystal glass, strass and enamel.

All other glasses are simply varieties of these. Soluble glass consists of an excess of an alkali with silica. This may be either soda, potash or both. Its uses are for stiffening fibrous substances, as a substitute for gum or starch, as a varnish for wood or cloth to render these fire proof; or as a coating for ancient monuments or buildings of stone, which may be thus preserved from decay or the action of the elements.

It is stated that the great obelisk in Central Park, New York City, was thus treated.

Bottle or green glass is composed of silica, soda, lime and alumina and receives its green color from the iron present as an impurity in the sand. The methods of making are by the blow pipe. Its uses are evident from its name and it is the substance from which the cheaper bottles are made.

Common window glass consists of silica, soda and lime, sometimes also of potash. This is a blow pipe glass, usually formed by the blow pipe in a cylinder and then cut and flattened while in a plastic state.

Crown glass is a more aristocratic variety of common window glass produced by a different manipulation of the blow pipe. This is a glass of great luster and beauty, but its use for windows has been superseded by other products for the reason that only small panes can be cut from any piece of crown glass.

Plate glass, the purest silicate of soda or potash and lime, is made by casting the glass after fusion, upon a table in sheets of any required size. This is an expensive glass. Its uses are chiefly for windows and mirrors.

Flint glass is so named as it is composed of a fine variety of pulverized flint with potash and lead. It is to this latter substance that its brilliancy is due, which distinguishes this from all other varieties. The use of lead is supposed to be a recent discovery in the manufacture of glass, but as the analysis of certain ancient glass shows lead in its composition, it must be conceded as known to the ancient glass makers.

Its uses include the great bulk of decorative glass, either blown or pressed. Its qualities are various, depending upon the grade of material in its composition.

French crystal glass is a variety of flint glass. This is the choicest material from which glass is made and is used for table service and for scientific instruments, as optical glasses, etc.

Bohemian glass is a lime variety of flint glass. When more lead is added to flint glass the product is Strass. This is a glass of brilliant luster, from which gems are produced by the addition before fusion of the oxides of various metals for desired colors. Thus gold for the ruby and so forth.

Enamel is a term given to glass which is rendered milk white opaque by the addition of the binoxide of tin to the silica, soda and lead, of which it is composed. It is a variety of pure crystal glass and is a very ancient production. Colored enamels are produced by the addit on of the metallic oxides which produce the required colors.—*Oil, Paint and Drug Review.*

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G. W. COLE COMPANY, 141-5 Broadway, New York City, have recently issued 1,500,000 of their new "3 in One" oil book, and they are very desirous of getting these books into the hands of people who are, or ought to be, interested in the use of "3 in One" for any of its manifold purposes. The book is a complete dictionary of all "3 in One" uses. By its guide any one can determine how and where "3 in One" should be used. Those who praise it for one use will doubtless find many new purposes, while people not acquainted with "3 in One" will have, in handy shape, complete information, instructions and advice. The manufacturers will send, free of cost, this book and a generous sample of the oil to any one who will write in for the same.

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It takes a hammer to drive a nail.

Think twice and then don't say it.

Self-reliance is the first law of manhood.

Riches have wings, but it takes a crack shot to bring 'em down.

Every cloud has a silver lining, but sometimes it's sewed in pretty tight.

If you can't get what you want, take what you can get.

If we had our own way lots of people wouldn't have theirs.

A rose will do a live man more good than a wreath will a dead one.

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REVIEW OF THE MARKETS.

WIRE NAILS: The mills have been kept busy filling orders under contract, specifications of which are urgent to average stocks. Contracts are restricted to sixty days from date by the leading mills. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. The local demand is fair. Jobbers find some trouble in the transportation, which more moderate weather may regulate. The market is firm at the last advance. Quotations as follows:

Single carloads $1.99
Small lots from store 2.05

CUT NAILS: New business is but moderate, the mills working with specifications on orders already booked. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

F.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Cut Nails.

New York. The local demand is light, with only a moderate business being done, quotations being as follows:

Carloads on dock $1.94
Less than carloads on dock..... 1.99
Small lots from store .....$2.00 to 2.05

SMOOTH FENCE WIRE: The business from the manufacturer keeps the mills well employed, while orders already on the books for delivery assist materially. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.65
Retailers, carload lots 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

BARB WIRE: New business is somewhat slow, but specifications on orders under contract keep the mills busy. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers carload lots $1.95		$2.25
Retailers carload lots 2.00		2.30
Retailers less than carload lots..... 2.10		2.40

AUGERS AND BITS: Under date of February 9, the Auger Bit Association announced new list prices on Augers and Bits as per the price list given herewith, which shows an advance varying from 10 to 25 per cent. The discounts at which the goods are sold to the retail trade are as follows:

Auger Bits .....70 and 10%
Nut Augers .....70 and 10%
Boring Machine Augers .....70 and 10%
Car Bits .....50 and 10%
Millwrights' Augers 50%
Rafting Augers .....60 and 10%
Long Bright or Cuban Augers .....60 and 10 and 10%
Short Bright Augers .....60 and 10 and 10%

AUGER BITS.

3	4	5	6	7	8	9	10	11
$4.50	4.00	4.00	4.00	4.50	5.00	5.50	6.00	7.00
12	13	14	15	16	17	18	19	20
$7.00	8.00	8.00	9.00	9.00	10.50	10.50	12.00	12.00
21	22	23	24	26	28	30	32/16	
$13.50	13.50	15.00	15.00	17.00	19.00	21.50	23.00	
Sets, 32½	24	21	21	20½	18	14	18¼4	11¼	15¼4
$7.00	5.25	4.75	4.65	4.40	4.00	3.00	4.00	2.60	3.35

AGRICULTURAL WRENCHES: Under date of February 15 the Wrench Association announced an advance in the list prices of Agricultural Wrenches, amounting from $1 to $3 per dozen, according to size. The discount remains unchanged. New list prices are as follows:

Inches	6	8	10	12	15
Black $10.00		12.00	14.00	17.00	24.00
Bright $12.00		14.00	16.00	19.00	27.00

ROPE: The following quotations represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger.....	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger.....	10
No. 2 Sisal, 7-16 and larger.....	8

Less ¼ cent to the large trade.

BINDER TWINE. General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9¼ to 9¾
Standard (500 feet to the pound)..... 9¼ to 9¾
Standard Manila (550 feet to the pound)....10¼ to 10¾
Manila (600 feet to the pound).....11¼ to 11¾
Pure Manila (650 feet to the pound).....12¼ to 12¾
Less than carload lots quarter of a cent extra.

LINSEED OIL: The following quotations were announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....46 cents per gallon.
In lots of 5 barrels or more.....45 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE CLEVELAND TRADE.

The extreme cold weather has interfered with business, but it only delays it. The large sales in December and early January, put many goods in retailer's stocks which usually go out in February or March, and they prove to be profitable purchases, and purchases made within the next sixty days are likely to be the same; as, without a decline in raw material, manufactured goods will continue to advance. There is much less speculation in business than usual. Retailers are confining their purchases to their probable wants for the immediate future, and this leaves a large demand to be furnished on special calls from consumers. Manufacturers of heavy goods have never had orders booked for so large an amount as they now have and they are some weeks behind in delivery in many lines. The advancing season will increase this delay, so that jobbers who have stocks, will be the only ones that can make prompt shipment. Two or three dollars premium is now being paid, to get prompt delivery of steel, and unless all signs fail, delay in shipments will be the rule for March and April. The smaller manufacturers, who were making the lowest prices during the depression, are now clamoring for advances, and we must again depend upon the larger makers to prevent a boom, that would end in a panic and another depression. If the small makers controlled the policy, we should have booms and panics following each other in rapid succession. It is fortunate that large responsibility makes officials conservative, realizing as they do, that their prosperity depends upon the prosperity of the general business of the country. In proportion as their influence prevails, panics and bankruptcy will be lessened. I am glad to pay this compliment to a class, that just now, it is popular to denounce. The trouble is that all the people, have not learned the difference between personal and official integrity, and when some of the big companies defy the law, such people imputed to the officials, on the supposition that the officers and the company are the same, and that the obligations of common morality, apply to officials. However, some of these officials, agree with such people, and the hope of the country is that this may become contageous.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Cold weather during the first half of February held back the looked for increase in merchant business. Manufacturing interests are quite busy consuming larger quantity of raw material than ever, and showing that railroads and other large interests are getting ready for a heavy business during the year. The five cent advance on nails and wire which took effect recently is, we learn, to be followed by another of possibly ten cents. Late buyers have to pay for their timidity in holding back until the actual consuming demand is upon them. A greater Pittsburg is being agitated at present, and our State ligislature is asked by

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the Chamber of Commerce to pass a bill authorizing a vote of the old city and adjoining municipalities on the question. Business men and organizations favor the movement but it is uncertain how the popular vote will stand if we get that far. We have a community of 600,000 to 800,000 which is one in everything but name, and should be one by organization to take its proper standing among the cities of the country.

LOGAN-GREGG HARDWARE CO.

THE PHILADELPHIA TRADE.

In such arctic weather as we have had in the last few weeks a red hot stove is much more attractive than the fields covered with "beautiful snow," and reports from our country dealers show that there are very few goods being sold by retailers, as farmers and mechanics spend most of their time sitting around the stove of the country store. Under such conditions trade naturally languishes and collections are deplorable, and we can only hope that "Old Sol" will soon assert his power and cause Spring to return. Yesterday the heart of the writer was cheered by a friend who told him he had seen a blue bird, and to-day at dinner the restaurant menu displayed the word "rhubarb." With these two signs of Spring we begin to be hopeful that this 'Winter of our discontent" will soon be past. We feel that the weather is all that stands between us and a good volume of trade. The New Year started off full of promise and milder weather will probably bring a renewal of activity. It must not be thought, however, that trade is at a complete standstill. On the contrary, it is keeping up in volume to last year's record for the month and all things considered, this is quite satisfactory. With such conditions in the country collections are of course slow and jobbers are carrying a great many accounts, and we sometimes wonder whether this action on the part of the jobber is to meet its reward in this world or only in the next. The catalogue houses, as we understand it, insist upon cash mostly in advance, and make no allowance whatever for adverse times, while the jobber, on the contrary, regards his trade in the light of personal friends, and is usually willing to help them over a tight place as far as possible.

BIDDLE HARDWARE CO.

THE ST. PAUL TRADE.

The trade of the Northwest, outside of those sections which had so poor a crop last Fall is very good, with a feeling that the Spring trade will be good. The advances in prices, which have been made in the last few months, have had a stimulating effect on the buyers and we believe that the conditions warrant liberal buying for any goods wanted before July 1st. We advise, too, the buying of goods for Fall delivery, as we believe that goods made of sheet iron, such as stove pipe, elbows, coal hods, etc., will bring higher prices during the season than at present. As the jobbers have already placed their contracts, for Fall delivery, they stand ready to give their customers the benefit of their purchases. All trade conditions are so favorable that in our opinion any and all goods will be likely to go higher rather than lower during this year.

HACKETT, WALTHER, GATES HARDWARE CO.

THE DAVENPORT TRADE.

The severe weather of the last few days has interfered with the trade to a great extent and prevents our making as favorable a report as we would like. The storm has passed; the mercury has risen to a respectable figure; the railroad blockades have been raised and the country roads restored to their usual passable condition. It will take some days to make up for the loss in time of people who have been temporarily out of work and whose expenses have naturally increased by the extraordinary demand for fuel, etc. The orders for the last two or three days, however, are much better and have to-day reached their normal condition. We now look for improved collections and fair trade.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

Although now, the eighteenth of the month, bright, sunshiny, summer-like weather prevails, the week previous was characterized by an almost ceaseless downpour of rain that was more than State-wide, and up and down the State wet good all outdoors from the Mexican boundary to beyond the southern boundary of Oregon. The weather prophet chief of the coast, located in San Francisco, remarked yesterday that "California is the most fortunate State in the Union. A killing frost is reported to-day at Jacksonville, Fla., the thermometer registering 28 degrees, and at New Orleans, 38 degrees, and 4 degrees at Point Comfort, but in Orgon and Washington, like in California, the weather is clear and the sun is shining, and up the Sierra Nevada a heavy fall of snow has been the all-week feature—a blessed feature that means an ample water supply for the lower levels and throughout the valleys later on."

The foregoing line of comment dovetails neatly with observations made to-day in the writer's presence by Manager Sharrocks, of the Hardware department of the Baker & Hamilton jobbing house. He was remarking on the surpassing trade of this year, to date, as compared with the first month and a half last year, the increase noted being upward of 50 per cent. "Our travelers report," he furthermore said, "that everywhere throughout the coast the farmers and miners are jubilant because of the abundant rainfalls which, according to their reckoning, is a prefiguring for them of excellent crops and an increased output of genuine gold and silver bricks."

When last year A. C. Rulofson resigned in his twenty-seventh year of service as Hardware department manager for Baker & Hamilton, there was general regret that included the personel represented by all local correspondents for eastern trade journals, for he was a splendid source for trade information. Therefore is the writer much pleased to announce that Mr. Rulofson has returned to San Francisco, where he has just opened fine offices in the Crosly Building for conducting business "in Iron and Steel products and specialties, with the jobbing trade only."

Recent visitors to San Francisco included Treasurer M. A. Potter, of E. C. Atkins & Co., of Indianapolis, who have a flourishing branch in this city. He spoke most enthusiastically of trade possibilities in California and the coast generally, and saw no reason for any tendency toward pessimism. The company expects to increase its large band-saw trade with the western dealers, when the San Francisco branch will be in a position to expedite California trade. Likewise it might be said of this visitor, manager of the California-Moline Plow Co. interests in this State. And also would it be apropos to similarly relate as coming from these visitors, C. A. Bennett and R. J. Cant, the former of the New Jersey Car Springs and Rubber Co., the latter being vice-president of the Lancaster (N. J.) Machine and Knife Works.

The following notes are from California travelers in the trade: At Stockton a wholesale and retail Hardware and Implement business has been incorporated in the name of the Schuler-Tschierschky-Scally Co.; capital stock, $25,000. The incorporators are W. C. Schuler, F. H. Tschierschky, T. F. Scally, H. O. Tschierschky and Hattie R. Schuler. The general Hardware and Bicycle store of S. C. Wright, of Santa Ana, has changed to Wright & Kendell, and business enlargement is taking place. Plans are about to develop in Whittier that will make the establishment of the Humphrey-Dagget Hardware Co. one of the most complete in the State. The experience and capabilities of the firm's members, combined with location and store rearrangement, it is predicted, will certainly insure success from the commencement.

A Hardware and Implement business is about to be opened in Redwood City by A. E. and G. P. Hull.

The Brown & Smith Hardware business in Los Angeles has been purchased by Case & Edwards.

A new Hardware store has been established in Redonda by Charles H. Guenther & Co.

The former manager of Baker & Hamilton's Hardware and Implement store in Sacramento, Mr. Paul Oakley, has crossed over the eastern boundary of the State and opened for himself in Hardware and Implement lines in the growing town of Goldfields, Nevada.

Business expansion is notably visible in National City, primarily in the material way the National City Hardware Co. are enlarging their stock. They have not only just purchased the considerable Hardware stock of their rival, the J. L. Mudgett store, but are placing large orders for goods.

INDUSTRIAL PRESS ASSOCIATION.

THE MUSEUM OF MEAL TIME.

The Mahogany Dining Table And The Dishes It Once Held.

Quite an interesting and a somewhat extensive collection might be made of objects once familiar upon English tables, but now extinct and forgotten. The antiquities of the dinner table would certainly begin with the plates and dishes of long ago—first the trenchers of wood, if there are any still in existence, then the pewter which once made so brave and so shinging a show on noble boards and lastly the coarse delf and clumsy inartistic china which preceded the highly finished and beautifully decorated plates and dishes of modern days. Trenchers and porringers of the ancient style have long gone out of use, and are now rare curiosities indeed, but their names have not become altogether obsolete. They are among those words which are never used in ordinary speech, but retain a slight literary vogue. So late as 1572, it may be noted, the Earl of Northumberland, despising the fashionable pewter, ate his dinner off wooden platters.

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, McCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

Pewter was once in universal use among people who could afford to have the best of dinner-table furnishings then, as time passed, it sank to a despised condition and was disregarded by every pretender to taste; and now again, that genuine old pewter has become rare and difficult to get, it commands fancy prices in the auction room. That pewter was valued in mediæval and Tudor times is shown by the frequency with which it appears in wills and inventories. In the inventory of a Surrey knight who died in 1615 there appears as part of the kitchen furniture—"eight dozen of pewter dishes of all sortes, five dozen of sawcers, thirteen candlesticks of pewter, fower pewter flagons." All this pewter plate, well burnished, must have made a sparkling show on the worthy knight's dresser and kitchen shelves, when, like the pewter in the Acadian farmer's cosey home, it caught and reflected the flame, as shields of armies the sunshine.

In the "Taming of the Shrew," Gremio, recounting the treasures of his city house, after mentioning vessels of silver and gold, ivory coffers, and cypress chests, and fine linen and cushions of elaborate needle work adds—

Pewter and brass and all things that belong
To house or housekeeping.

A set of pewter vessels, that is, twelve dishes, twelve plates and twelve saucers, was of old called a "garnish," and a writer of 1530 remarks that "in some places beyond the sea a garnish of good flat English pewter is esteemed almost as precious as the like number of vessels made of fine silver." In one or two places where old habits and ways prevailed long after modern changes had modified the modes of living elsewhere, pewter maintained its place for a surprising length of time. There used to be old fashioned chop houses in the city where chops and steaks were served on pewter plates till past the middle of the last century, and until much the same period pewter plates were used at the table of the Inner Temple.

Among the antiquities of the dinner table may also be classed some of the ancient spoons and forks. The genuine Apostle spoons of Elizabethan and Jacobean days now fetch high prices. A few weeks ago a set of thirteen made in Charles I.'s time sold at Christie's for no less than £480. Forks were practically unknown on English dinner tables before the same period; and when they did come into use the early specimens were usually two-pronged. Those who first used them, like most introducers of novelties, were abused and despised. A worthy divine preached on the subject and denounced the use of the fork as an insult to Providence, by thus declaring that God's creatures were not worthy of being touched by human hands. But cleanliness and convenience triumphed, and the two-pronged fork of iron or steel, came slowly into general use, to be succeeded first by its three-pronged brother, made usually also of iron or steel, but occasionally of silver, and later by the four-pronged silfork which still holds the field, while its predecessors have become antiquarian curiosities. Again, among mediæval table appointments was the "voider," whose sole modern representative is the crumb-tray. The "voider" or long ago served a variety of purposes. Mediæval books of manners, which give the most minute directions for the conduct of children as well as of adults in every detail of daily life and habit, show that among the duties of a well-mannered child was to wait upon his parents at dinner and look after the "voiders." One of these articles stood on the table to act as a receptacle for bones and fragments; and when the meal was over the child waiter placed another "voider" on the table, and into it put the dirty platters, napkins and knives, while into a third similar receptacle he sweeps the crumbs. When every one else had finished and his own duties had been duly performed, the mediæval boy was at last allowed to eat his own dinner.

But apart from these early forms of articles still used at table, or in connection with meals—and among these should be mentioned the elaborate and massive salt-cellars which once played so important a part in table manners—the antiquities of the dinner-table must include certain articles which, although their names still remain, have gone completely out of use, and in some cases, indeed, are somewhat of a puzzle. What purpose, for instance, was served by the "cistern" which once upon a time graced all well furnished dinner tables? Mr. Pepys mentions in 1667 that he went "to see the price of a copper cistern for the table, which is very pretty, and they demand £6 or £7 for one." Dr. Mynors Bright, in a note to this passage, says that a cistern was formerly part of the furniture of a well appointed dining room—which is perfectly true—and adds that "the plates were rinsed in it when necessary during the meal," but of this there is no satisfactory evidence. These "cisterns" were sometimes very costly affairs. Luttrell, under date 1695, records the theft from Berkeley House of a "silver cistern, worth above £700," which belonged to the Princess of Denmark. There are many allusions to these articles in 17th and 18th century writers, and it seems likely that they were used for different purposes at different times. They may have been used, as Dr. Bright says, for the rinsing of plates, but more probably for the rinsing of smaller articles, such as spoons and forks and glasses; and some were certainly used as wine-coolers.

Of a later date than the "cisterns" were the "coasters," now equally antiquated, but regarding whose use there is no uncertainty whatever. "Coasters" flourished in the days when the cloth was drawn after dinner and the wine was placed on the mahogany. The low, round decanter stands which passed from guest to guest and were thus sent coasting around the shining table, were the "coasters." The idea, of course, was to avoid scratching the highly polished and much cherished wood.—*London Globe.*

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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OUR NEW ORLEANS LETTER

(Special Correspondence.)

With the rapid approach of the end of February, the business world of New Orleans, particularly that part dependent on the prosperity of the sugar and cotton producing sections of the immediate South, begins to sum up the work of the agricultural year just ended, and to cast a calculating eye over the prospect for the year to come. Hardwaremen, particularly, are affected by this, with the dealers who handle implements more especially interested. Just now, throughout the Hardware circles of New Orleans there is a reaction from a brief period of depression that set in after the tremendous decline in cotton valuations in December—and the dealers are expressing hopeful opinions about the season of 1905-06. Stiffening prices in all basic goods have not affected the demand, but the return of confidence to all sections of the South, incident to the apparent determination of the planters to hold their cotton surplus and to reduce their cotton acreage during the year to come, has enlivened lines of trade that had apparently suffered seriously, if not permanently, through the space of lethargic inactivity that ensued after December 3, of 1904.

Briefly, the Hardwaremen, at the close of the business year marked by the end of the harvesting of the two great crops, and the opening of the new season of planting, are looking back at a year that, despite the cessation of business in early January and late December, yet outranks far the very best proportionate year in the history of the city. Beyond this, returning confidence has persuaded the dealers that the Hardware market has permanently widened, and that nothing short of a panic can ever reduce the scope of their activities to a point below that of 1903-04.

Just now the lines are running rather unevenly. Farming implements affected by the determination of the cotton planters to reduce their acreage, have been going very slowly to the cotton districts; to the sugar section have been running lavishly; and to the rice belt have been going not at all. Mill supplies, throughout the Winter, irrespective of the low prices of cotton, went in unprecedented quantities to the sugar and the cotton fields—but have now ceased to go, save to the sawmills, wherein there is an era of sudden and rather remarkable activity. Builders' supplies, and building Hardware are said just now to be leading the ordinary Hardware lines, while there is a rather noticeable lack of movement in household Hardware and household furnishings.

Dealers in the city differ as to the proper comparison of the trade this February, with that of February in 1904. That last February surpassed anything that the city had before seen, is generally accepted to have been true. If the present February equals that, the Hardware world will be thoroughly well satisfied. However, some houses, particularly those whose trade is largely into the cotton district, insist that business is running now about five per cent behind last year. Other houses, especially those catering to the general building, export and ship supply trade, declare that this February equals if it does not surpass that of 1904.

All Hardwaremen say that with the prosperous condition of the sugar planters, the avowed and known determination of the cotton planters to reduce their acreage to a point to ensure high prices for cotton next season, and the thriving life of the timber belt, with the general good times in general business in New Orleans, that the outlook for 1905 is certainly for a year with a volume of business equal to 1904.

BROADER DEVELOPMENT.

However, certain definite and fixed results for the good of the city have come from the monetary depression and uneasiness following the "Black Fortnight." The Hardwaremen of the city have turned their attention with renewed earnestness to the upbuilding of the export Hardware market. As voiced by many of the local dealers, it is deemed time that the trade carried its eggs not all in one basket.

Practically every Hardware house in New Orleans has sent out additional men to the Spanish-American market of the West Indies and the Carribean. A number of very substantial returns have already been made. Into South Africa have been sent considerable quantities of farming implements, and some building material. A vigorous campaign with trade literature has been waged, and agencies have been established in Johannesburg, Cape Town and Pretoria by several local firms.

Cuban business is being fought for very earnestly, and a number of heavy sales have recently been made. Specifications were recently sent to New Orleans for the four and one-half million-pound iron water pipe contract for the Havana Aqueducto de Guanatracoa, but the freight rates, making the total transportation charge to Cuba the same from either the seaboard or the source of supply, shut out New Orleans and practically limited the bidding to Alabama and Tennessee foundries. If Chattanooga gains the contract the export will be through New Orleans.

During January these were the total export figures for the Spanish-American trade—a large proportion of which was to be properly credited to iron, steel and Hardware goods: Cuba, $479,680; Mexico, $163,000; Panama, $118,000; British Honduras, $71,000; Honduras, $63,000; Nicaragua, $60,000; Guatemala, $45,000; Costa Rica, $40,000, and Columbia, $32,000, totaling about $1,100,000 for the month.

It is recognized that the great drawback to New Orleans is the lack of shipping facilities to South America. The port is gradually drawing to itself more and more of the heavy import business from South America, but the opportunity of exporting in return is not gained. The port is building up more and more the heavy export business to Europe, but the opportunity for building up the European import business does not exist. The city is a way station on a great world circuit. Ships from Europe carry manufactured goods and assorted merchandise to South America, discharge and load up on coffee and nitrates, bring these cargoes to New Orleans, discharge and carry cotton and grain to England and the Continent. New Orleans loses the opportunity of buying her European imports directly—and loses the chance of selling her own manufactured goods to South America.

Now such men in New Orleans as Captain T. J. Woodward, Pearl Wight, James W. Porch and Albert Baldwin, are all interested in the movement under way by the New Orleans Board of Trade to alter these conditions. The Hardwaremen of the city are anxious to have direct communication with South America. They are willing to build up the European import trade, because ships will then come here direct—and ships will go from here direct to South America.

The same men interested in this are also interested in hurrying through the completion of the Public Belt Railroad, that will serve to emancipate the export trade from the railroads that control the big terminals here. It is said that the belt will be completed by the end of the coming year, and may be operated in sections by the end of the current year.

Captain T. J. Woodward, founder of Woodward-Wight & Co., has been appointed postmaster of New Orleans.

According to figures recently issued by the Custom house authorities, the exports of agricultural implements during the past year amounted to $842,000—a slight increase over the year before, due chiefly to the heavy business into the Black Sea.

HUMAN LEATHER.

A London (England) shoe dealer has a gruesome exhibit in his show windows, says the *Shoe and Leather World*, which attracts a great deal of attention. It is a piece of tanned human skin which the shoe dealer claims to have received from a medical man and which is only a fragment of a human skin which had been tanned. While the piece of human leather attracts the attention of the morbidly curious, there is nothing new about it, in fact, ancient and modern history both abound with examples that the covering of the human form divine may come "to such base uses" at last. In the "Tales of a Grandmother," Sir Walter Scott mentions the playful way some eminent Scotch raider had of constructing saddle flaps from the hides of his particular favored (?) enemies; whilst down to comparatively modern times the "dried pelt" of supposed Danish invaders was nailed to church doors as an object lesson, hinting to other undesirable aliens that it was as well not to come and to do likewise. Drum heads have frequently been made of human skin, and amongst others the famous Ziska, the Bohemian military leader, left orders that such should be done. It is also related that General F. Triska, who took up arms against the Emperor Sigismund to avenge the death of Jan Huss and Jerome of Prague, and who defeated the Emperor or in several battles, gave orders, which were carried out, that a drum should be made of his skin. De la Vego also relates that certain South American prisoners of war were flayed and drums were made of their skins, the theory being that the sound would put to flight their fellow tribesmen who heard it—a not altogether unlikely idea.—*Shoe and Leather World.*

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COLORADO RETAIL HARDWARE DEALERS' ASSOCIATION

TUESDAY AND WEDNESDAY, FEBRUARY, 14TH AND 15TH

President's Address.

At the Tuesday afternoon session, which was called to order at 2 o'clock, President Branson delivered his annual address as follows:

Again it is my pleasure to greet the members of the Colorado Retail Hardware Dealers' Association in annual convention, together with a goodly number of our friends, the Hardware jobbers, their efficient representatives and others interested in our welfare. I extend you all a hearty welcome.

To our members present permit me to say the success of this meeting depends largely on every one of us. To make it a success all must participate. It is not only our privilege, but our duty, to get all we can out of these conventions and give all we can in return.

To our friends the jobbers, brokers and salesmen, who are here at our invitation, we ask you to join us in the free discussion of all subjects identifid in these open sessions. We want you to tell us where we are wrong, and we will try to show you that the jobber is not always guiltless.

LET US TALK THESE THINGS OVER

in a perfectly frank manner. It will do us both good, and may we not hope such discussion will lead to a better understanding, resulting in more pleasant relations between wholesalers and retailers?

The objects of a retail merchants' association not only should contemplate efforts in the direction of securing recognition of the rights of its members, but should give equal attention to educating its own members in the observance of the principle of absolute fairness on their part.

I am a firm believer that the principles properly advocated by and beneficial to members of a retail Hardware association are the very principles that the Hardware jobber can afford to indorse. In other words, the Hardware jobber who is loyal to the legitimate retail Hardware dealer should and does encourage the growth of the retail Hardware associations.

These retail associations are not formed to oppose the Hardware jobber, but rather to co-operate with him and the Hardware Jobbers' Association in combating common enemies in the endeavor to perpetuate the retail Hardware dealer as the principal distributor of Hardware. However, it is not the purpose of this paper to eulogize the jobbers in all their practices. While we applaud them for the stereotyped red ink phrase, "We do not sell catalogue houses," now quite generally conspicuously printed on some part of their billheads, yet we feel that they are only partly reformed when we find their representatives soliciting the sale of Hardware in the general store, the grocery store and the second-hand store in towns where there are legitimate Hardware stores. The motto, "A Hardware store for Hardware dealers," is hardly appropriate on the letterheads of any Hardware jobber doing business in Colorado. It sounds good, but is much abused.

When all the legitimate retail Hardware dealers of the country awaken to the value of organization sufficiently to co-operate in the conservative management of such associations, we may hope to see such motto observed and our business on a higher plane. The retail Hardware associations have not yet succeeded in

ELIMINATING ALL THE EVILS OF THE TRADE

chargeable to the jobber, but that the jobbers have recognized the justness of our claims in many instances and made corresponding concessions we all know. Nor have our associations succeeded in the entire reform of our own members, but we are after them. The influence is good and is being felt.

The sentiment of fair dealing emanating from a body of the most successful retail Hardware dealers of a State (and of such our associations are composed) goes a long way toward strengthening our determination to tote fair in all business relations.

In reviewing the work of our association in the two years of our existence some of our members have been disappointed in results. Perhaps regarding it from what we have done locally, some may feel that it has not paid. Even considered from our purely local accomplishments it has been profitable. To our members attending our convention and rubbing up against the successful jobber and salesman and brother dealer absorbing new ideas from all, broadening our views, forming sincere friendships, these alone are worth more than the cost. These alone put you ahead of the deal, although not to be regarded as the substantial benefits. Was it not worth more than the cost of the association to each of us to have the wholesale agency for Loaded Shells and Cartridges that had been placed with a big wholesale grocer of this city discontinued? Had it not been for the Colorado Retail Hardware Dealers' Association that wholesale grocery house would be quoting and selling every retail grocer in the State to compete with us. Through the efforts of our association the Ammunition manufacturer canceled this contract in less than ninety days after it had been made.

Right here I wish to state that the manufacturer for so promptly discontinuing this illegitimate agency when convinced of the justice of the position of our association deserves credit, and his action deserves formal recognition from this convention.

* * * *

CATALOGUE HOUSE COMPETITION

is still on. It is reported that the two big catalogue houses of Chicago sold $65,000,000 worth of stuff last year. A nice little business, we admit, but the cream of the trade is still ours. The most hopeful sign, to my mind, is that each succeeding catalogue compiled by these big catalogue houses lists less of the standard articles of Hardware, and of those still listed

MANY ARE LISTED AT A HIGHER PRICE

than in the preceding catalogue. This is due primarily to the work of the National Retail Hardware Dealers' Association, now enjoying the hearty co-operation of a strong committee from the Hardware Jobbers' Association. We do not expect these bodies to put the catalogue houses out of business. They are here to stay and we are here to stay with them, unless the United States Government puts us out of business through the enactment of postal laws burdensome to the people in general and favorable principally to the growth of catalogue houses.

The Postal Progress League, braced and supported principally by the catalogue houses, never seem to all go to bed at once. Part of them keep watch night and day in an attempt to secure town postal rates on merchandise. There seems to be no immediate danger of the passage of so radical a measure as the proposed Parcels Post bill, a bill

WHOSE PASSAGE WOULD BE SO DISASTROUS

to all the retail merchants throughout the whole country, as well as a death blow to the prosperity of hundreds of small cities and towns all over the country. But we must be ready to act in concert to oppose any reduction on fourth-class mail matter.

An alarm was sounded a few days since when the sub-committee of the House Post Office Committee consented to grant a hearing on the proposal to consolidate third and fourth class matter at a rate of eight cents per pound. Such a law would cut off one-half of the expense of sending merchandise by mail and result in a wonderful impuetus to the business of the catalogue houses. They pay no taxes in our towns, contribute nothing to our charitable institutions, never carry our farmers through crop failures, nor laboring people through strikes, but always get the money before they start the goods. We are not loyal to our families or our communities if we are not willing to give our time and even money to oppose legislation that puts in their hands the club that hastens our finish as retail dealers.

Secretary F. C. Moys Then Read His Annual Report

* * * *

The year just closed has been full of peculiar experiences. In a business way it has been one of the most difficult for a Hardware dealer to make money owing to numerous things. It has been a year of declining markets, which makes a Hardwareman puzzle his brain to keep things coming right so to show a balance on the right side of the ledger. We have had labor disturbances enough to satisfy the most exacting agitator for some time to come. With trouble in the principal coal camps as well as in some of the large mineral bearing districts, and an army of soldiers in the field, business in many portions of the State has been paralyzed. With the industries of the mining districts closed and bounteous crops in the States east of us, our farmers and fruit growers have had no little difficulty in finding a market for their products. Considering all of these conditions with which we have had to contend, it is not surprising that we have not accomplished as much as we had hoped for during the past year. Neither is it surprising that some dealers have become discouraged and asked to be dropped from our membership or that others have neglected to pay their dues. And yet with all we have had to contend our showing is not bad. In view of the fact that there are only 199 Hardware dealers in the State, many of whom live in out-of-the-way places and are not thrown directly in contact with conditions we are endeavoring to overcome, we have a goodly proportion of those available enrolled as members. I doubt if any other State can show as large a percentage. But it is not enough. With practically every dealer in the State as a member and all lending their hearty support to your officers and committees what is there in reason we cannot accomplish?

Most of the Denver jobbers are in the same position as before. They will sell to your customer at so near the price they quote you that you cannot do business on the protection thus afforded. And on a great many things at least, if not all of them, they will sell your customer as cheaply as they will you. This is especially true when your customer goes to them with a good-sized order ready to place and asks for a quotation. In such a case your so-called jobber of Denver forgets you are on the map. And still the Denver Boosters' Club wonders why retailers do not patronize Denver!

* * * *

It was my pleasure, as the delegate from this association, to attend last March the annual convention of the National Retail Hardware Dealers' Association. This was a meeting full of interest and enthusiasm. At this time plans were outlined for work looking to the improvement of Hardware conditions in many ways. The greatest effort of the year has perhaps been made along the line of fighting catalogue houses. No doubt Mr. Corey will give you full information along this line.

At the time of the National Convention I also attended the annual meeting of directors of the Fire Insurance Co. The affairs of this company were in the best of shape. Monthly reports from the secretary have shown a steady growth of desirable business. We have

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No ADVERTISEMENT

which we could write, unless we should use several pages of this publication, would suffice to acquaint you with the many articles in each of our several lines which should demand your attention at this season. Even should we attempt to list them here, they would necessarily have to be condensed, and the points of excellence which we are anxious to impress upon you could not be well brought out. ¶ We have prepared several pieces of printed matter as follows,

Bulletin No. 10, Garden Trowels and Weeding Hooks

Bulletin No. 20, Carpet and Dust Beaters

Bulletin No. 30, Ice Tools and Ice Tongs

Bulletin No. 40, Wrought Iron Goods, Umbrella Stands, etc.

Bulletin No. 50, New Superior Wall Coffee Mill

Bulletin No. 60, Coat, Garment and Trouser Hangers

Folder "Dollars for Dealers," Carpet and Dust Beater Assortment

Folder "Successful Dealers," Classified list of line

Booklet "Pleases and Pays," comprising Monday and Tuesday line

Folder "The Triplets," three new 10c specialties

1905 Complete General Catalogue with Price List

¶ A postal card will bring you our new catalogue and if you will mention what particular line or lines in which you are most interested, we will enclose such special printed matter as we may have applying thereto.

¶ Simply address,

W. H. GLENNY & CO.,

Specialty Mfg. Dept. ROCHESTER, N.Y., U.S.A.

had some losses, all of which have been promptly paid, and there are ample funds on hand to meet any probable demands. Secretary's report to February 1st shows over $800,000 insurance in force. At the annual stockholders' meeting I was elected a director for three years. As long as I am officially connected with this company I shall do all in my power to see that the affairs of the company are handled in a thoroughly upright and businesslike manner. I bespeak for this company a share of your insurance. You can save money through this medium and at the same time help along the Hardware nssociation.

I understand our old friend, the Parcels Post bill, is again before Congress. No doubt Mr. Corey will give us full information and instruct us what action to take to combat it.

This meeting will be my last appearance as your secretary-treasurer. In handing over the burdens and pleasures incident to the office to my successor I wish to thank you all for your kindly interest in the work and the support which you have given me during the past two years.

* * * *

For my successor I ask your heartiest assistance. In all his efforts back him up loyally and I am sure he will prove worthy of your confidence. You should send him to the National Convention at Minneapolis in March. He will learn enough of how they do things in other States to make it pay. As a director in the insurance company I shall be at Minneapolis and will take pleasure in assisting him all possible.

M. L. Corey, secretary of the National Retail Hardware Dealers' Association, addressed the association at length, referring to the work of the association and some of the things that had been accomplished and plans for the future. Mr. Corey's address was of exceptional interest to the members, and at its conclusion he was given a vote of thanks.

J. M. Killen, of Pueblo, made an address on

The Proper Method of Ordering Goods.

Other addresses were delivered by J. M. Lyon, representing Hibbard, Spencer, Bartlett Co.; S. H. Hall, of Trinidad; George Trech; W. C. Henroux and Lucius Moore, of Denver, and G. W. Gladding, of E. C. Atkins & Co., Indianapolis.

The following officers for the ensuing year were selected:

PRESIDENT—A. B. Merservey, Colorado Springs.

VICE-PRESIDENT—Adolph Unfug, Walsenburg.

SECRETARY-TREASURER—Davis Barclay, Ft. Collins.

EXECUTIVE COMMITTEE—J. F. Wallace, Hooper; A. B. Corbin, La Junta; Davis Barclay, Ft. Collins; F. A. Ellis, Jr., Denver.

The newly elected secretary, Davis Barclay, was elected to represent the association at the National Convention to be held in Minneapolis March 13th, 14th and 15th. Ex-Secretary Moyes will also attend the convention as a director of the National Insurance Co.

THE STORY OF BABBITT METAL.

Every engineer uses babbitt. Every engineer and mechanical man uses the name "babbitt" with perfect familiarity, but we believe that few really know where the name originated or anything further about it. Therefore the following clipping should prove of interest to the readers of Graphite:

Although Isaac Babbitt was the inventor of the method of using soft metals in journal boxes, his patent specification makes no claim on the alloy itself, but simply on the method of holding the soft metal in place, says the *Metal Industry*, Isaac Babbitt was born in Taunton, Mass., on July 26, 1779. He learned the trade of goldsmith, and in 1824, in his native town, made the first britannia ware produced in the United States, but this enterprise proved unsuccessful. He then removed to Boston and entered the employ of the South Boston Iron Works, and in 1839, while an employee of this establishment, he produced the invention which has perpetuated his name. For this invention he was given a gold medal from the Massachusetts Charitable Mechanics' Association, and afterward Congress granted him the sum of $20,000 as a reward. In 1844 the invention was patented in England and in 1847 in Russia. After devoting some time to the production of metals, he engaged in the manufacture of soap, so that his name has become almost a houshold word. He died insane at the McLean Asylum, Somerville, Mass., on May 26, 1862.

The fact that in the patent specification no claim is made for the alloy, is sufficient to dispel the ordinary belief in this direction. Britannia metal, pewter or an alloy of tin, fifty parts; antimony, five parts, and copper one part, are recommended. The latter alloy is somewhat softer than that known as "genuine babbitt," which is commonly composed of tin, ninety-six parts; antimony, eight parts, and copper four parts. The original idea in the use of a soft metal was practically the same as it is now; *i. e.*, to make a bearing which would conform to the surface of the axle. It is natural, then, that the alloys used to-day are somewhat harder than the original material employed. It is also natural that the same Isaac Babbitt should have been handed down to posterity as the inventor of the alloy, although, of course, quite erroneously.

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OUR BRITISH LETTER.

(By Our Special Correspondent.)

London, February 11, 1905.

A POPULAR MOTOR EXHIBITION.

One of the largest motor exhibitions ever held in this country is now open in the large dome-top building known as Olympia, which is situated in Kensington, in the West end of London. It is the third exhibition of the kind promoted by the Society of Motor Manufacturers and Traders; and it contains a remarkable show of motor cars, vans and boats, rivalling in importance the great annual French Exhibition. As an international show it excels that held in Paris, for not only are the bulk of British makers exhibiting, but there are motor cars from almost every country where automobiles and accessories are manufactured. The great building at Olympia is well adapted for a show of automobiles, and for the comfort and convenience of the crowds of motorists and others which have been drawn there. The exhibition is under the patronage of the Prince of Wales, and is officially recognized by the Automobile Club. Among the visitors several well-known Americans who are now on tour in Europe were recognized, and it was evident from the satisfaction displayed they were much interested in examining the different automobiles and motor accessories shown in the halls and galleries.

PREPARING FOR SPRING GARDENING AND HORTICULTURAL OPERATIONS.

British ironmongers are now very busy preparing their stocks of Spring gardening and horticultural appliances. They are already making displays of lawn mowers and garden rollers, which will soon be called for, especially as the season bids fair to be an early one. Among the favorite lawn mowers are many well-known American makes. The "Champion" handled by Millard Bros., Ltd., of Houndsditch, E. C., is a thoroughly good machine built on English lines, and cuts closer than most of the American mowers, in consequence of which it is very popular. The "Pennsylvania" and "Chicago" are well known brands handled by Lloyd, Lawrence & Company, of 29 Worship Street, E. C. The "Pennsylvania" has recently been much improved and the working gear is well protected Other American machines which appear to be favorites with British horticulturists are the "Coldwell," "Excelsior" and "Gem." The Coldwell Lawn Mower Co. now handle their machines from their own depot in London. It is interesting to note that the first lawn mower ever produced in America was made by Thomas Coldwell, who was a native of Stalybridge, Lancashire, and from that fact alone the "Coldwell" machines may claim a place among British lawn mowers. Stearns' machines (made at Syracuse) are also seen side by side with such well-known British machines as those produced by Ransomes. Greens, Shanks and others.

GARDEN TOOLS.

Spades, forks and shovels, garden trowels, rakes and sundry horticultural appliances are now being brought to the front and most of the go-a-head British ironmongers have a good show of them in their windows. In discussing the displays now being made in the windows of provincial ironmongers with a commercial traveller who visits many towns, lately I was interested to learn that many of the displays were enlivened with an unusual mixture of bright colors—post-office red and bright green—used, not only for labels but also for the enamelling of the articles themselves. It is needless to say that many of the smartest goods commented upon were of American origin, and others of British make built upon U. S. A lines.

THE OUTCRY AGAINST BAD PACKING.

The outcry against bad packing on the part of colonial merchants comes up periodically, and like the sea-serpent rears its head from time to time with startling prominence. British manufacturers have generally to bear the brunt of the attack, and usually complacently listen to the tales of bad packing and injury to goods in transit over the seas. The complaint made some time ago by an American Consul in China has been read with interest in this country, as it shows that the evil is not altogether confined to Great Britain. In course of conversation with a London merchant recently I learned that it is by no means unusual for some of the parcels of American Hardware, although well packed in small boxes, to reach this country in a broken condition. It is scarcely possible to exercise too much care in packing, the injury often resulting from insufficient packing of the small parcels in the larger cases; it is needless to note that although the small parcels may be beautifully labelled and their contents carefully preserved they will be subjected to injury if the packets are not held securely in position in their outer cases. The excellent plan of supplying screws, nails and other little sundries required in fixing Hardware goods adopted by American manufacturers is much appreciated in this country, and although a small matter, often leads to their being enquired for by private customers in preference to other makes sold without these necessary accessories.

SHOWS OF IMPLEMENTS IN PROSPECT.

A long discussion has been going on in reference to the wisdom of holding an agricultural show in the vicinity of the metropolis. The shows held on the permanent show ground at Park Royal during the last two years have been most disastrous, the losses having swallowed the greater portion of the balance in hand at the disposal of the society. In consequence of a large guarantee fund having been provided by well-wishers of the Royal Agricultural Society, the Council have decided to again hold another show in the metropolis, and have fixed June 27-30 as the date. Special efforts are being made to make the show a success, and additional prizes are offered in the cattle section. It is anticipated that the majority of makers of implements will occupy their usual positions, and among them will doubtless be the familiar names of American makers, whose harvesting machinery is so popular in Great Britain. The Bath and West and Southern Counties Society which is now the premier migratory society in Great Britain, will hold their annual show at Nottingham, at which it is expected there will be a good attendance. A peculiar feature in connection with this agricultural exhibition is the introduction of an Art section, in which artistic furniture and pictures are shown in a specially provided pavilion. The Bath and West is the only show held in England where this feature is seen. It is an old custom of the society, and one often appreciated by agriculturists and those who are located in country districts who have comparatively few opportunities of visiting a good art exhibition.

IRONMONGERS' ASSOCIATIONS.

There are now about 50 ironmongers' associations in this country, a large number of which are very active and doing good work among the ironmongers in their respective districts. Since the Christmas holidays most of these associations have set to work in earnest, and have been holding their annual and monthly meetings, and in several instances their annual dinner or feast. One of the most important of these functions was the annual dinner of the London and Suburban Ironmongers' Association, held on January 25, under the presidency of Alderman A. Pond. The banquet was held in the Caledonia Chamber of the Holborn Restaurant. One of the most pleasing features of this banquet was the presentation of an illuminated address to Councillor Timpson, who has held the office of president of the association for the last three years. He is one of the pioneers of the association movement, and has done good work in London, where it was found so difficult to make headway during the first year or two of the association's existence. Among the distinguished visitors on the occasion was Alderman W. J. Bacon, the president of the Ironmongers' Federated Association, which is, of course, the central representative body of the whole of the ironmongers' associations in this country. He is the "Grand Old Man" of the movement, free and out-spoken, always ready to attack opponents, redress grievances, and back up the claims of British ironmongers, keenly alive to the importance of price maintenance, and ready to instantly pounce upon any direct trading offender, and those wholesale houses who act in contradiction to the lines laid down for retail distribution in the Magna Charta of the I. F. A.

A PARCEL POST BETWEEN THE UNITED KINGDOM AND THE UNITED STATES.

It is satisfactory to learn that greater facilities have now been provided whereby small consignments of goods can be purchased in this country from United States manufacturers, and on the other hand British productions sent to the States. The parcel post arrangement which has been negotiated between Lord Stanley, the British Postmaster-General, and the Postmaster-General of the United States has been concluded, and as soon as the convention is ratified by the American Postmaster-General the scheme will be put into operation. Under the new arrangement parcels up to the weight of 4 lbs. 6 ozs will be carried by the post offices of both countries. The rates which are not yet stated will be placed at reasonable prices much lower than the present parcel rate by the Cunard and White Star Lines.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Abilene, Tex.—Kaufman Bros. have been incorporated. Capital stock, $10,000.

Alton, Ill.—H. K. Johnston Hardware Company has been incorporated; capital, $10,000.

Beaufort, N. C.—The Chadwick Hardware Supply Company has been incorporated; capital stock, $25,000. The incorporators are W. S. Chadwick, C. T. Chadwick and W. W. Chadwick.

Boston, Mass.—Boutwell Bros., of Boston and Lowell, Mass., dealers in heavy Hardware, have incorporated as the Boutwell Bros.' Company, with $75,000 capital stock. The officers are: President, Roland H. Boutwell, Boston; treasurer, Rosswell M. Boutwell, Boston, and secretary, Alvah Sturgess, Lowell.

Brockton, Mass.—A new Hardware store will be opened by Dahlborg & Anderson.

Comstock, Neb.—S. T. Stevens & Company have opened a new Hardware store.

Corinth, Miss.—Bramlitt Hardware Company has been incorporated with a capital stock of $25,000. S. D. Bramlitt, T. L. Bramlitt and others, incorporators.

Cortland, N. Y.—Bennett Hardware Co. has been incorporated; capital, $12,000. Incorporators: William W. Bennett, Charles F. Waldo, Allie H. Maine, all of Cortland.

Cottage Grove, Ore.—Wynne Hardware Company has been incorporated; capital stock, $10,000; H. F. Wynne, S. E. Wynne, W. A. Hogate, incorporators.

Deer's Creek, Okla.—R. E. Reynolds has established himself in the Hardware business.

Eveleth, Minn.—The Lees Hardware Co. has been incorporated; capital stock, $15,000. The incorporators are T. H. and K. J. Lees, of Eveleth, and W. G. Bonham and W. H. Lamson, of Duluth.

Haven, Kan.—Hoffer and Kennedy have opened a new stock of Hardware.

Hillsboro, Wis.—The R. Hammer Hardware Company has been incorporated; capital stock, $5,100; incorporators, Robert Hammer, Charles F. Kauffmann and R. A. Armbruster.

Humboldt, Kan.—E. W. Trego will open a new stock of Hardware.

Humboldt, Kan.—F. L. Ernst has engaged in the Hardware business.

Jersey City, N. J.—Seth Walker will shortly embark in the Hardware business at 504 Newark Avenue.

Kearney, Neb.—Charles W. Shahan has engaged in the Hardware business.

Kiel, Wis.—J. M. Duecker Hardware Co. has been incorporated; capital stock, $25,000. Incorporators, John M. Duecker, Gustave A. Duecker, Hugo C. Duecker and Walter H. Duecker.

LaBelle, Mo.—Ethelbert Loudermilk has engaged in the Hardware business.

Lynn, Mass.—Collins Hardware Company has been incorporated; capital stock, $60,000. President and treasurer, George H. Collins, No. 7 Greystone Park.

Meadow View, Va.—Ritchie, Vance and Company has been incorporated to conduct a general Hardware business. Capital, $10,000.

Milwaukee, Wis.—The Kiefer-Haessler Hardware Company has been incorporated. Incorporators are: A. L. Kiefer, A. J. Kiefer, H. F. Haessler and L. E. Haessler. Capital stock, $25,000.

Nashville, Tenn.—The Virginia-Tennessee Hardware Company, of Sullivan County, has been incorporated; capital stock, $50,000, by William J. Brown, D. R. Mullins, R. F. Epperson, J. I. Hurt and V. B. Copenhauer.

Newark, N. J.—R. Gray, Jr., has been incorporated; capital stock, $60,000. Incorporators, Robert Gray, Jr., Hiram E. Littell, Raymond W. Smith and William Gray, Jr. The company is to carry on a general Hardware and mercantile business.

Newton, N. J.—The William W. Woodward Hardware Company has been incorporated; capital, $90,000. Incorporators—William W., Mary, Katharine J., Henry J., William W., Jr., and Anna M. Woodward.

Oregon, Wis.—The Marvin Hardware Company has been incorporated. Capital stock, $15,000; incorporators, L. B. Marvin, H. H. Marvin and J. F. Litel, Jr.

Peru, Kan.—Wm. McDonald has opened a new Hardware and furniture store.

Quincy, Wash.—Spanjer Bros., Hardware dealers, have incorporated as the Quincy Mercantile Company.

Senatobia, Miss.—Senatobia Furniture & Hardware Company has been incorporated with a capital stock of $5,000. Walker Wood, A. L. McCormick and others, incorporators.

Streator, Ill.—Smalley Implement Company has been incorporated; capital, $10,000; Hardware and vehicles. Incorporators, William H. Smalley, Reuben S. Smalley, John Hackshaw.

St. Paul, Minn.—The Adam Decker Hardware Company has been incorporated. Capital stock, $100,000; Paul Quehl, George Decker and William Zschau are the incorporators.

Tiffin, Ohio.—The Crobaugh & Dahm Hardware Company has been incorporated by Burton W. Crobaugh, Samuel Dahm, M. L. Sacksteder, Phil H. Reid, Fred Hauck and John F. Harding. Capital stock $50,000.

Warsaw, N. Y.—The Greene Hardware Co. will open up a new stock of Hardware.

Washington, D. C. The Hardware and implement firm of McCarty, Smith and Gootee, has been incorporated. John W. McCarty, John P. Smith and Louis Gootee, incorporators; capital stock, $10,000.

Watertown, N. Y.—W. W. Conde Hardware Company has been incorporated; capital, $130,000. Directors, W. W. Conde, Catherine C. Conde, B. C. Wilmot, Watertown.

Whitesboro, N. Y.—Bert Stephenson will open a Hardware and tin shop.

Zanesville, Ohio.—George S. Bowes and C. B. Adams have been incorporated as the "Y" Hardware store.

Changes.

Alden, Iowa.—W. R. Cox has sold his stock of Hardware to A. E. Barrett.

Bertrand, Neb.—W. D. Beyrer has sold a half interest in his Hardware store to O. H. Bressler.

Brunswick, Ga.—The Colson Hardware Company will open a branch store to carry on a retail Hardware business.

Castle, I. T.—H. C. Walker has purchased the Hardware and furniture business of R. S. Howeth.

Coffeyville, Kan.—The Hardware and implement firm of J. T. Isham & Son has been dissolved, and will hereafter be known as Isham & Shaw.

Fairfield, Iowa.—J. A. Putnam has purchased the business of the Fulton Hardware Company.

Larned, Kan.—George W. Wittich has sold his Hardware and implement business to G. A. and J. E. Morris.

Lawrence, Kan.—Bell & Bell have purchased the stock of Hardware, etc., of G. R. Gould.

Leecher, S. D.—Stevens & Wilson have been succeeded in the Hardware business by M. E. Stevens.

Medford, Ore.—D. H. Miller has sold his Hardware business to Garnett & Roberts.

Mondamin, Iowa.—W. C. Kerr has purchased the Hardware business of John Ruffcorn.

New Albany, Ind.—The Hardware firm of Lewis & Creed has been dissolved, Wm. P. Lewis retiring. Walter B. Creed will continue the business.

Rochester, Minn.—Van Dooser, dealer in Hardware, has increased and strengthened his business by forming a partnership with H. B. Upman, under the firm name of Van Dooser & Upman.

Tamora, Neb.—J. W. Tucker has purchased the stock of Hardware, etc., of J. H. Pearson.

Toledo, Iowa.—P. C. Jones & Co., have purchased the Hardware business of Rebok & Cramer.

Sioux City, Iowa.—The Orcutt Hardware Company will begin at once the erection of a fine three or four story building in which will be located their Hardware store.

Sioux City, Iowa.—The formal transfer of the Aberdeen Hardware Company has been made. The new owner is N. Geib, of Morris, Minn.

Washington, Iowa.—Mann & Lamley have purchased the Wilson Hardware Co.'s stock.

Wilkes-Barre, Pa.—The Hardware firm of Phelps, Straw & Co. has been dissolved, Mr. Straw retiring. The business will be conducted along the same general lines under the name of Phelps, Lewis & Bennett Co., the new firm being composed of F. A. Phelps, George W. Lewis and Z. Platt Bennett.

Winfield, Kan.—Martin W. and Ernest Baden have acquired the Hardware store of S. H. Myton, and will conduct same under the firm name of Baden Bros.

Toledo, Ohio.—The Stollberg Hardware Company has increased its capital stock from $200,000 to $300,000.

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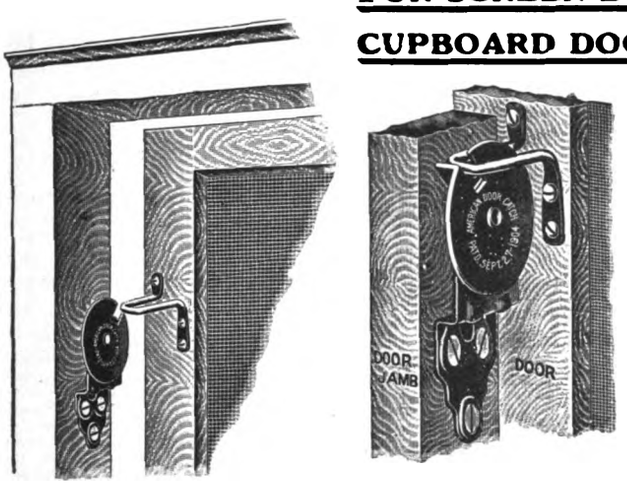
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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Bluffton, Ohio.—The Buckeye Stove Co. has been incorporated. E. T. Paul, J. S. Herr, Eva Herr, Abraham Wise, B. M. Wise. Capital, $5,000.

Camden, N. J.—Hub Machine & Tool Company, 111 Market Street, has been incorporated. Capital, $50,000. Incorporators, Benjamin F. Lare and William Tietgen of Philadelphia; Frank M. Camp, of Lansdowne, Pa., and Lewis Starr, of Woodbury. The company is to manufacture and deal in tools and machinery .

Chicago, Ill.—Double Friction Coil Clutch Company has been incorporated; capital, $30,000; manufacturing tools and machinery; incorporators, Christian C. Magenheimer, H. Gustav Magenheimer, Raymond W. Fairfoull.

Chicago, Ill.—Lott-Burton Company has been incorporated; capital, $20,000; manufacturing stoves and heaters. Incorporators —James D. Lott, Robert D. Burton, George D. Hoffman.

Chicago, Ill.—The Parmlee Wrench Company, 1076 West Monroe Street, has been incorporated. The company has enlarged its works during the past year.

Columbus, Ohio.—The United States Hoe & Tool Company has been incorporated with $150,000 capital by C. E. Ellis, A. B. Morris, F. F. Connors, George S. Clow and C. H. Bentz, to make al· kinds of tools, appliances, etc.

Elizabeth, N. J.—Elizabeth Implement Company has been incorporated; capital stock, $5,000; directors, Oscar L. Huston, James B. Stewart, Otto Cunningham.

Fort Smith, Ark.—The Fort Smith Hardware Manufacturing Company has been organized with a capital stock of $80,000, all paid in. The officers are: A P. White, president; H. B. Salls, vice-president; A. McLeod, secretary and treasurer.

Lima, Ohio.—Eagle Stove Company has been incorporated by D. C. Dunn, B. M. Dunn, A. J. Dunn, Nea Rhoades, Kate Donahue. Capital $25,000.

Newport News, Va.—Novelty Manufacturing Corporation has been incorporated by O. D. Batchelor, president, Newport News; J. Reed Curry, secretary and treasurer, Newport News; capital stock, $25,000.

New York, N. Y.—Forged Tool Company has been incorporated; capital, $5,000. Directors: Hugh C. Murray, George A. Howard, and C. M. Gilpin, New York.

New York, N. Y.—Sanitary Dust Pan Company has been incorporated. Capital, $25,000 and directors: C. F. Ross, Stamford, Conn.; H. H. Keller, D. C. Hirsch, New York.

New York, N. Y.—The Howe Scale Company has been incorporated; capital, $50,000. Directors—William C. Page, New York; John A. Mead and Carl B. Hinman, Rutland, Vt.

Peekskill, N. Y.—Loundsbury & Sons Company, refrigerators, has been incorporated; capital $25,000. Directors: Milton W. Lounsbury, James Dempsey and Martin Brown, Peekskill.

Peoria, Ill.—Twin Brace Fence Company has been incorporated; capital $12,500; manufacturing tools, implements and machinery; incorporators, Frank J. Collier, W. W. Barton and B. Barton

Royse City, Texas.—Texas Twentieth Century Washing Machine Company has been incorporated; capital stock, $10,000. Incorporators, A. C. Pedigo, E. G. Cochran, B. Z. Dyer and others.

Rumford Falls, Me.—F. O. Walker Company has been organized for the purpose of manufacturing and dealing in Hardware, with $50,000 capital stock. The officers are: President, Harry C. Kerr, of Rumford Falls; treasurer, Fred O. Walker, of Rumford Falls.

St. Louis, Mo. — Kingsland-Kay-Cook Manufacturing Company has been incorporated; George Kingsland, Arthur H. Kay and Abraham Cook, 400 shares each. To manufacture and deal generally in iron, brass, steel, sheet metal, tools and machinery. First meeting January 27, 9 a. m.; Eleventh and Mullanphy Streets. Capital stock, fully paid, $120,000.

St. Louis, Mo.—The Duggan Hardware and Foundry Company has been incorporated by Marcus C., Henry C. and Jemima A. Duggan. To manufacture gray malleable iron, steel and brass castings; capital stock, fully paid, $50,000.

Tiffin, Ohio.—The Eureka Truck & Specialty Company has been incorporated; capital, $5,000; incorporated by J. T. Haffey, George Stewart, Nellie E. Myers, John Connor, J. O. Connor and W. H. Dore.

Unionville, Conn.—The Karrmann Richardson Manufacturing Company has been incorporated to make Hardware, etc. Geo. Karrmann, Geo. O. Richardson, Mary E. Karrmann and Sarah J. Richardson are the incorporators.

Changes.

Binghamton, N. Y.—The Osgood Scale Company has increased its capital stock from $30,000 to $150,000.

Bradford, N. Y.—The members of the soliciting committee who have been endeavoring to sell $25,000 worth of the stock of the Case & Son Cutlery Company have sold enough to assure the plant for Bradford. The plant will cost $20,0000.

Chattanooga, Tenn.—The Chattanooga Implement and Manufacturing Company has increased its capital stock from $50,000 to $100,000.

Chicago, Ill.—The Armstrong Brothers' Tool Company will construct in this city a large plant costing $75,000, for the manufacture of tools.

Cleveland, Ohio.—The Fanner Manufacturing Company has increased its capital stock from $100,000 to $400,000.

Morton, Ill.—The Twin Brace Wire Fence Company has changed management and will remove from Morton. Prominent business men of Peoria have purchased the plant and are looking for a desirable location.

New Haven, Conn.—Announcement is made of the election of James I. Webb, of Hamden, to be president and treasurer of the Mt. Carmel Bolt Company succeeding the late Willis E. Miller.

Troy, N. Y.—The stockholders of The Peck Edge Tool Company of Cohoes, have reorganized the management of the company, by electing the following directors: Joseph A. Powers, Thomas O'Connor and D. J. Halpin. The directors elected these officers: President, Joseph A. Powers; secretary, Thomas O'Connor; treasurer and manager D. J. Halpin.

Miscellaneous.

Fayetteville, N. Y.—The Syracuse Machine and Tool Company, at its annual meeting, elected directors as follows: William R. Grace, Henry J. Walters and John J. Colwell. The board was reduced from five to three members.

Glens Falls, N. Y.—The Friction Pulley and Machine Company has elected these directors for the ensuing year: H. E. Tidmarsh, George W. Wait and W. W. Wells, of Glens Falls. The directors have elected Mr. Tidmarsh president; Mr. Wells, vice president, and Mr. Wait, secretary and treasurer.

Hamilton, Ohio.—The Niles Tool Works Company elected the following officers at its annual meeting: James K. Cullen, president; George T. Reiss, vice-president; Jos. L. Blair, secretary; Miles T. Watts, assistant secretary; Charles L. Cornell, treasurer, and Lucius B. Potter, assistant treasurer.

New Britain, Conn.—The following officers were elected at the annual meeting of the Landers, Frary & Clark Company: President, George F. Smith; secretary and treasurer, George M Landers; assistant treasurer, F. A. Searles; assistant secretary, James N. Stanley.

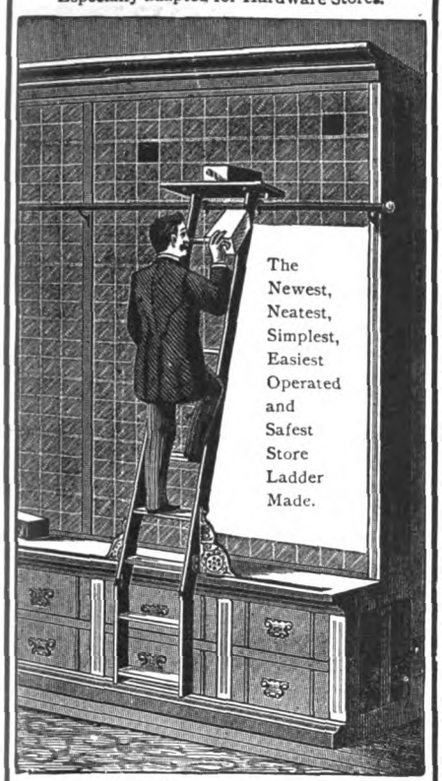
Norwalk, Ohio.—At the annual meeting of The McCrillis Handle Company, the following officers were elected: President, M McCrillis; vice-president, A. V. Andrews; secretary and treasurer, L. A. Heston.

South Norwalk, Conn.—At the annual meeting of the Norwalk Lock Company the following directors were elected: E. Hill, W. F. Bishop, H. B Plumb, R. J. Plumb, E. J. Hill, E. Beard, F. S. Cowles, T. I Raymond, C. Swartz, David F. Butcher and Mortimer M. Lee.

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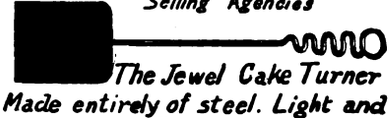
Start right with a live line—
An Arcade Line.

Give them display space in your store and they will boom business, especially among women.

We illustrate several of our latest specilties, samples of which we will send you on request.

Arcade Mfg. Co. Freeport, Ill.

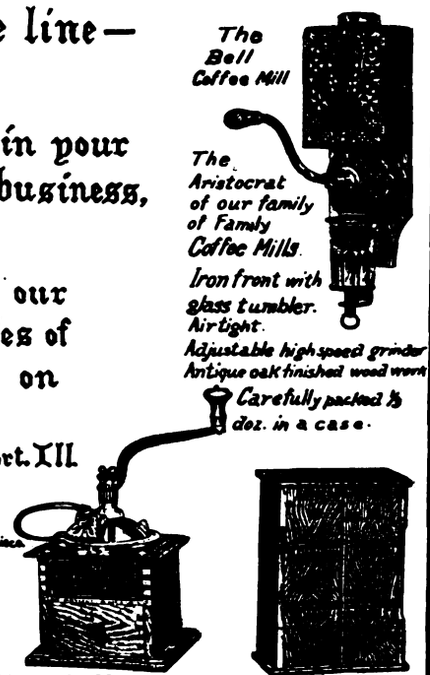
Herman Kornahrens, 111 Murray St., New York.
J. T. Rowntree, 323 Rialto Bldg., San Francisco.
Arthur Watts, 60 Wabash Ave., Chicago.
J. E. Forsee & Son, 321 Chemical Bldg., St. Louis.
Selling Agencies



The Jewel Cake Turner
Made entirely of steel. Light and serviceable. Costs less than any other and will last a lifetime.

The Bell Coffee Mill

The Aristocrat of our family of Family Coffee Mills.
Iron front with glass tumbler. Air tight.
Adjustable high speed grinder. Antique oak finished wood work.
Carefully packed ½ doz. in a case.



King Coffee Mill
Equipped with sliding top and patent regulating nut for locking grinders.

Six Drawer Spice Cabinet
Strongly made, nicely finished. Labelled and fitted with black enamelled iron pulls.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Paducah, Ky.—S. E. Mitchell has opened a bicycle and automobile shop at Third and Tennessee Streets.

Charlotte, N. C.—H. M. Goodman, who has been closely associated with the bicycle interests of Charlotte for the last ten years, has left for Wilmington, to engage in the business there on a more extended scale. Mr. Goodman shipped a carload of bicycles, sundries, tools, etc., and this with the new stock which he will put in will give him one of the most complete shops in the State, enabling him to handle and repair gasolene launches and automobiles. He has secured the local agency for the Oldsmobile from the Osmond L. Barringer Co., the State agents.

Olympia, Wash.—G. H. Garrison & Company have opened a new store.

Sunnyvale, Cal.—M. L. Sherman has opened a new bicycle store.

Changes.

Cincinnati, Ohio.—The store room at No. 27 East Fifth Street, has been leased for five years to A. G. Spalding & Co., of Chicago, who will establish a store for sporting goods.

Cincinnati, Ohio.—The United States Playing Card Company has purchased the poker chip manufacturing business of Burt Bros., at Bridgeport, Conn., and it has been installed in the Norwood factory of the company here. The new department will start with a force of about 30 hands, and it is the intention to gradually increase this until 100 or more are employed. H. G. Schwerdtle comes from Bridgeport with a half dozen expert chip makers to install and operate the plant.

Buffalo, N. Y.—To fill a vacancy, Fred C. Vanderhoof has been appointed manager of the Fisk Rubber Co.'s Buffalo branch. He was formerly with the Standard Spoke and Nipple Co.

Indianapolis, Ind.—G. H. Westing has converted his business into a corporation, the G. H. Westing Co., and will add a general line of sporting and athletic goods. Mr. Westing is president and treasurer; Elbert Jenkins, vice-president, and Arthur E. McKee, secretary. Mr. Jenkins was formerly traveling representative of the American Bicycle Co., and late of the Geo. N. Pierce Co.

Bangor, Me.—The firm of Rice and Miller have removed to 30 Broad Street.

Grand Forks, N. D.—Lyons & Co. has purchased the stock of the bankrupt Ferguson Sporting Goods Co.

Portsmouth, Ohio.—Kaps Bros. have commenced laying the brick to restore the pistol factory walls torn out by the explosion several weeks ago. Work will now be rushed on the building, as the firm is anxious to resume operations at an early date.

Hammondsport, N. Y.—The George H. Curtiss Company have changed the title of their motor bicycles from Hercules to Curtiss. A new plant has recently been acquired by the Curtiss people which greatly increase their facilities.

Fires.

Islip, N. Y.—Frank H. Gates' bicycle store, totally destroyed.

Port Huron, Mich.—The Huron Cycle & Electrical Co. was damaged by fire to the extent of $8,000.

Lawrence, N. Y.—The bicycle store of D. E. Lenox was damaged to the extent of $1,000 with but $200 insurance.

Hartford, Conn.—Henry Andrus sustained a loss of $2,000 on his store with no insurance.

Grand Rapids, Wis.—The bicycle store owned by Eugene Mille was destroyed by fire.

Buffalo, N. Y.—The bicycle repair shop of Philip Poest, No. 1660 Bailey Avenue, was damaged $400 by fire. A lamp exploding was the cause.

Syracuse, N. Y.—The bicycle repair shop at No. 814 Grape Street, conducted by P. Rosenbloom, was gutted by fire. Three hundred dollars damage was done.

Miscellaneous.

The Flemington (N. J.) Bicycle Club has elected the folowing officers for the year 1905: President, William H. Bodine; vice president, John B. Case; secretary and treasurer, Hiram E. Deats; captain, Chas. L. Fell; lieutenant, Oscar M. LaRue; color bearer, Asa B. Reading; trustees, J. F. Bodine, W. W. Hawke, John B. Case, W. H. Bodine, H. E. Deats and Charles L. Fell. Organized in 1887 and incorporated in 1893, the club has had a remarkable success. In addition to owning the club property, there is a comfortable balance in the treasury.

According to Sweden's new tariff, which became effective January 1, finished bicycles must pay an import duty of 25 kronen each, and parts of cycles two kronen per kilo. Travelers using cycles as means of transport can introduce their machines free of charge, on condition that the machines are re-exported during a stated period; otherwise the import duty can be levied at a later date, when a small surcharge is made.

Fish hooks of precisely the same shapes as those of to-day were made twenty centuries ago. Then, however, they were of bronze, instead of steel.

For the ten months ending with October, the last date for which statistics are available, Germany's exportation of bicycles totaled 3,656 tons. During the same period of 1903 but 2,017 tons of cycles and parts left the Empire.

Bavarians are firm believers in the efficiency of bicycles in the postal service. At the present time 439 bicycles are used by letter carriers in that country.

Competition in England is evidently becoming of the knife-edge variety. One of the better known concerns finds it advantageous to advertise its plant as "the only Britisn cycle factory without female labor."

BEING A GOOD FELLOW.

Any sensible young man ought to know that he can't be up late nights abusing his stomach and be in full possession of his faculties for business the next day. And he ought to know, also, that a man must be clear-headed and in full possession of his faculties to hold his own in the keen competition of life. Your "good fellow" is popular for the time being, but when his money is gone and he has lost his job and is on his uppers, the "good fellow" business doesn't get him anything. It's "poor fellow" then. Another good man gone wrong, and "the boys" are ready to hail another "good fellow" who has the price.

We don't mean by this to say that "the boys" are mercenary. They don't altogether pass up a "good fellow" when he goes broke, but it isn't the same. They say he hit the booze too hard and couldn't stand the pace. They feel sorry for him, but he is out of it. His good fellowship doesn't excuse him, even in the eyes of his friends, for having thrown away his opportunity.

The young man who gets the sleep his system needs, is temperate in his habits, lives within his means and shows up for work in the morning with a clear eye and active brain—that's the man business men are looking for. They want employees whom they can trust. Having worked hard and laid by a competence, they want to throw some of the burdens off, and they won't throw them off on the employee who is too much of a "good fellow."

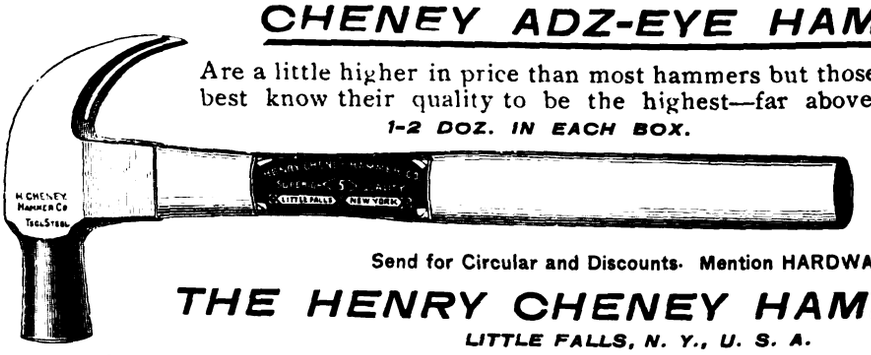
Cut it out, boys. There's nothing in it. There's a whole lot of nonsense in that "good fellow" business. You can't fool the public very long by living beyond your means and keeping up appearances. There must be a show-down some time or other, and that means a loss of self-respect and many bitter experiences. All men will think more of you if you hold yourself in and don't try to live a wine existence on a beer income.

Many a bright and prominent business man has failed because he tried to travel in too swift a class; whereas, had he lived within his means, he might have become a highly successful merchant.

The world doesn't give up its treasures easily. It isn't in the cards for all of us to be millionaires, and mighty few of the "good fellows" get into that class. It's better to earn your way first and go hunting for good times when you have reached the point where you can spare both the time and the money. Then, possibly, you'll have more sense and have a different notion about what a good time is.—*Toledo Bee.*

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CHENEY ADZ-EYE HAMMERS



Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked. Made of "Crucible Cast Steel." Fully Warranted.

1-2 DOZ. IN EACH BOX.

Send for Circular and Discounts. Mention HARDWARE.

THE HENRY CHENEY HAMMER CO.

LITTLE FALLS, N. Y., U. S. A.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.

Middletown, O.



Large 10 oz Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE
Steel and Twist Barrels

20 GAUGE,
Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

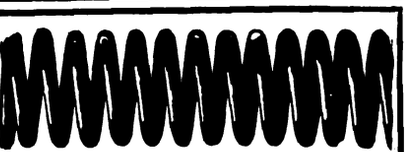
Catalog on Request. WORCESTER, MASS.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

THE SCHWERDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



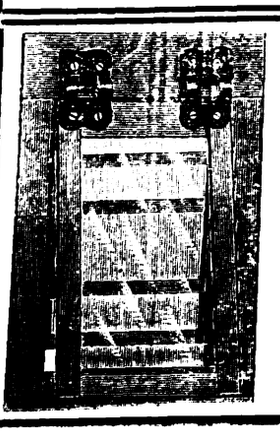


JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.





FULL-LENGTH WINDOW SCREENS

keep out all the flies and protect the windows. Screens attached with

GOSSETT'S
Detachable Suspension HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by hardware and lumber dealers.

MANUFACTURED BY

F. D. KEES,

BEATRICE. NEBRASKA.

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BUFFALO WIRE WORKS CO
FORMERLY
SCHEELERS' SONS
WIRE CLOTH & WIRE GOODS
BUFFALO, N.Y.

MERCANTILE
AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations n business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Side Line Offered.

SALESMEN calling on Hardware Dealers can increase their income by carrying a copy of HARDWARE with them. A few minutes talk with the Hardware Dealer almost invariably gets his subscription. A liberal commission goes to the salesman—why don't you try it?

HARDWARE PUBLISHING CO.,
300 Broadway, New York

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

Situation Wanted.

SITUATION WANTED—An honest and sober man of fifteen years experience in retail and wholesale Hardware, vehicles and implements, wants position with good concern. Will travel Virginia, North Carolina and part of Georgia if need be. References—banks of South Boston, Va., Watkins-Cottrell Co., Richmond, Va., Supplee Hardware Co., Philadelphia, Pa. Can give more if required. Address "Pen" care of HARDWARE.

Help Wanted.

WANTED --Young man, handy in hardware and tin business, one who understands repairing roofing and spouting. Address M. J. Aylor, Nunda, N, Y.

PROPOSALS.

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 1, 1905.—Sealed proposals will be received at this office until 2 p. m. on the dates named below, to furnish during the fiscal year beginning July 1, 1905, the following classes of supplies, viz: Monday March 20, 1905: Dry Colors, Rubber Goods, Engravers' Supplies, Textiles; Tuesday, March 21 1905: Hardware, Oils, Dextrine Grocers' Sundries; Monday, April 10, 1905: Paper, Binders' Supplies, Plumbers' Supplies, Chemicals; Tuesday, April 11, 1905: Electrical Supplies, Printers' Inking Rollers, Paper Boxes, Lumber. Awards will be made only to established manufacturers of or dealers in, the articles. The right is reserved to reject any or all bids or parts of bids. Blank forms with specifications for proposals and further information desired, will be furnished intending bidders on application to Wm. M. Meredith, Director of Bureau.

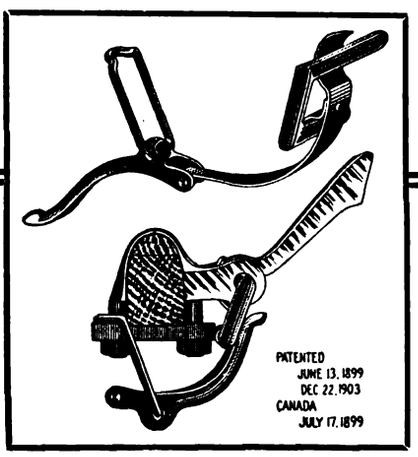
Wanted.

WANTED—Hardware salesman who visits retail Hardware trade throughout the States, to sell a line of specialties on commission. Address, Crescent Mfg. Co., Fremont, Ohio.

WANTED—Salesmen calling on Hardware jobbers to sell on commission three of the greatest selling specialties on earth. Fortune being spent advertising them this year. Give references and with whom you are now engaged. Communications confidential. Address, "Specialties," care of HARDWARE.

Side Line Offered.

AGENTS WANTED EVERYWHERE—To introduce the Victor Adjustable Alligator Wrench. Men calling on mills, factories, blacksmiths, plumbers, wheelwrights, repair shops will find it a valuable side line. It is a successful all around house wrench. Terms liberal. Write at once and secure exclusive territory. Acme Hardware Co., 35 Littleton Ave., Newark, N. J.



502,272
Fernald Quick Shifts
SOLD DURING 1904.

DID YOU HAVE YOUR SHARE OF THIS BUSINESS?

Handled by Leading Jobbers Everywhere

Fernald Mfg. Company
North East Pa.



"Right Up To The Scratch"

in every particular. No matter what you wish to duplicate: letters, circulars, invoices, menus or music,—or how many, so —150,—

"DAUS' TIP TOP DUPLICATOR"

is always



ready for service.
Thousands of pleased customers testify to this fact.

HAVE YOU GOT ONE?

If not, get one. Price $5. It saves time and money on your print bill.

The Felix P. J. Daus Duplicator Co.,
111 John St., New York, U. S. A.

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CORDAGE AND ITS METHOD OF MANUFACTURE.

In a comprehensive sense, remarks the *Scientific American*, the word "cordage" may be said to include all sizes and varieties of the article, from binder twine to a cable 16 inches in circumference, but, strictly speaking, the term is hardly applicable to a rope less than half an inch in diameter.

The materials employed for rope-making are various, embracing hemp, flax, manila, sisal, jute and other vegetable fibres. Sisal from Yucatan and East Indian jute are largely used for the manufacture of cheaper grades of rope and for binder twine. Russian and American hemp are preferred for standing rigging, owing to their ability to absorb a great amount of tar. Manila hemp is more extensively used in the manufacture of cordage than any other material, as its great pliancy and strength adapt it to a multitude of uses.

MANILA HEMP

is obtained from a species of wild plantain belonging to the banana family and is a native of the Philippine Islands. Its stem has a height of from fifteen to twenty feet, is of a dark green color and very smooth on the surface. The fibre is round, silky looking, white and lustrous, easily separated, stiff and very tenacious, and also very light. These fibres, although in themselves not very large, are composed of very fine and much elongated bast-cells. The length of the cells is about a quarter of an inch, and they are not, as commonly supposed, held together by an intercellular tissue of mucilaginous substance. The characteristic roughness possessed by Manila fibre is due entirely to mechanical causes, such as, for instance, the laceration of a cell in the separtion for the leaf-stalk, or the subsequent opening out of the ends of the cells. While the fibres are weak traversely, they have great strength in the direction of their length. The tensile strength of manila fibres will average over 30,000 pounds per square inch of section. The plantain is cut near the roots when from two to four years old, and the leaves cut off just below their expansion. The outer leaf is then stripped off, and the fibrous coats are left for a day or two in the shade to dry and then divided lengthwise into strips three inches wide. They are then scraped by an instrument made of bamboo until only the fibres remain. Bundles of fibre are shaken into separate threads, after which they are washed, dried and separated according to quality and shipped in bales. From 150 to 200 trees are required to produce 140 pounds of fibre.

SISAL HEMP

is the product of the agave, a large genus of fleshy-leaved plants found chiefly in Mexico and Yucatan. The fibre is yellowish white, straight, smooth and clean, and is about 25 per cent weaker than manila fibre. Much of the sisal hemp is prepared for export by machinery. Its consumption is fully as large as that of manila, and it is chiefly used for binder twine.

When the fibre reaches the mill, its preliminary treatment is practically the same whether it be manila or sisal. A description of one will therefore answer for the other.

THE MANUFACTURING PROCESS.

The bales of manila hemp average about 270 pounds each, and after the material has been lightly shaken apart it is placed in layers, which are sprinkled lightly with oil to soften and lubricate the fibres previous to their passage through the machinery The first mechanical operation consists in passing the hemp over roughing cylinders bristling with sharp steel prongs, or teeth, which straighten out the fibres and remove the tow and fine broken particles, dirt or other foreign substances. It then passes to the breakers, which are large frames about twenty-five feet long, consisting of two endless chains studded with steel pins. The first chain runs slowly and feeds the fibres to the second, which runs much faster, the effect being to comb or straighten out the fibres and draw them into a "sliver," or ribbon. The hemp is then hoisted on elevators to the top of the building. Following this operation comes the passage of the hemp through the spreaders and drawing-frames. These machines are similar to the breakers, but are smaller and furnished with steel pins and teeth of gradually-increasing fineness, which still further comb and straighten out the fibres, a number of slivers being put together behind each machine and drawn down to one sliver again at the end of each machine. This drawing is repeated a number of times with machines of various degrees of fineness, in order to make the sliver even, without which it would be impossible to spin fine, even yarn. The process is completed in a very fine drawing-frame called a "finisher," and from this the material finally emerges in complete readiness for spinning, having been drawn into slivers, or small, soft ribbons, in readiness for the spinning-frames.

From the finisher the sliver is carried on to the spinning jenny, which, as usual, operates two spindles. The small sliver is fed from one of the cans over the endless belt provided with needles, as in the breakers, spreaders and finishers. These needles, carrying the fibre move toward a conductor or "nipper" carrying the sliver with it. The sliver is by this time exceedingly small, and is capable of passing through a small hole in the face plate of the nipper, where it is compacted in passing through the orifice. A jaw is controlled by a spring which can be regulated, so as to adjust the size of the feed. As it leaves this part of the machine the twisting begins. The speed is 1,500 revolutions per minute. The yarn is twisted in a direction called right-handed, and feeds through the pulley, passing through the head block and moving the face piate, and is finally warped around grooved pulleys in order to give the necessary strain to pull the compacted fibres through the nipper. It is then wound upon a bobbin, about 1,000 yards being wound upon it. A special mechanism traverses the bobbin in order that the yarn may be evenly wound. The attendants see that the sliver is regularly supplied and that any accidental breakages in the thread are repaired. The yarn is placed in small cars and sent to the various rope-making departments. If a rope is to be tarred, the yarns are run through the copper tanks filled with heated tar. The yarns enter through holes in an iron plate and are drawn through the tank by machinery. As the yarns emerge, the superfluous tar is removed by means of pressing rollers and the yarn is wound on bobbins. If the yarn is to be used for binder twine, the sisal hemp is spun finer than manila, and, after being spun, the yarn, which is now on bobbins, is carried to the twine balling and packing-room, where the balling machines wind the yarn into balls of proper size.

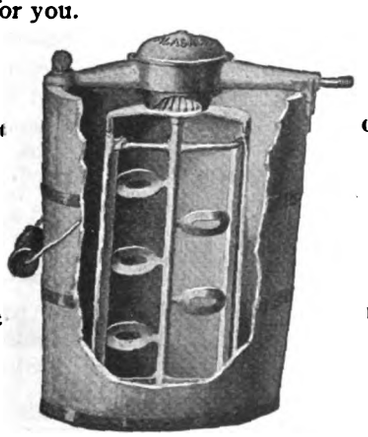
ROPE-MAKING

is accomplished in various ways and is all done by machinery. The yarn is twisted into strands by means of machines called "formers," and the strands are twisted into rope by means of machines called "layers." If the rope is to be of moderate size, not exceeding one inch in diameter, the formers and layers are combined in one machine. The large machines are very impressive on account of their great size and the rapidity with which the finished product is turned out In the Farmer machine there are many bobbins, which are arranged in three frames, each of which revolves independently around its own axis, and they are all carried around while in motion by a large frame which supports all three smaller frames. The threads from the various

WARM UP YOUR TRADE ON FREEZERS—STOCK UP WITH

The Alaska Freezer

Display it—show its good points—the sale is made. Every pleased customer is a living advertisement for you.



Scores of duplicate orders received are the best recommendation for you to give it a trial.

The Alaska Freezer Co.
WINCHENDON, MASS.

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bobbins are passed through apertures in an iron plate, and the motion of each small frame serves to twist the yarn drawn from the bobbins into a strand. The three strands pass upward through a "top" at the upper portion of the machine. As the strands come together they are twisted to form a rope by the movement of the entire machine carrying the three sets of bobbins, which are each rotating separately. The result is a finished rope. The new rope is rotated around several pulleys in order that the proper pull may be obtained to draw the rope tightly through the "top," and it is then wound on one of the reels. This rope can, of course, be used for any purpose and can be made of large size. For well-drilling and other purposes where rope of great strength but little flexibility is required, cables are used Cables vary from 1,400 feet in length up, and usually measure from 1⅞ to 2½ inches in diameter. They are composed of three manila ropes instead of strands, and the ropes are twisted together with a very hard "lay," so that they will not untwist when used for drilling, and so that they will resist wear in the continuous rubbing against the side of the casing and the wall of the wells. Owing to their length and construction, cables are always made on machines and not in ropewalk.

Machines large enough to make cables fifteen inches in circumference have been made, and are in use in several factories.

The reel containing the rope that has just been made is placed on a

CABLE-MAKING MACHINE.

The principle of cable-making is the same as rope-making, only that actual ropes are used instead of strands. Each reel is turned around on a horizontal plane by means of gears, while it is paying out its rope. The entire machine carrying the three reels is turned simultaneously on a horizontal plane; the ropes are roved around various pulleys, and finally as they pass through a "top" at the upper part of the machine they are twisted together to form the cable, and then after being roved around grooved sheaves to obtain the necessary pull are reeled up by a power-reel. When a sufficient length of cable is obtained, it is ready for shipment. There are also large horizontal rope and drilling cable-laying machines in use in various rope factories.

Ropes of considerable size, towing lines and ships' cables of the largest dimensions are usually made on a ropewalk, which is sometimes as long as 1,200 feet.

The yarn is rewound on larger bobbins, and the number used depends on the size of the rope. These bobbins are put on a framework of wood, located near one end of the ropewalk, and the ends of the yarn are passed through holes in an iron gauge-plate, which is known as the face-plate. It then passes through cast-iron tubes, and the yarn is fastened on hooks of the forming machine, which consists of a truck which travels on a track the entire length of the walk. There are as many hooks as there are strands. As the former moves away from the face-plate it draws the yarn with it, and, at the same time, each hook revolves by means of gears, twisting the yarn left-handed into a strand. The machine is actuated by a cable which lies along the floor of the ropewalk. The cable passes over a large wheel at the left, and serves to operate the mechanism which turns the hooks, and, at the same time, winds up a cable attached to the end of a ropewalk, thus making its motion positive. When the forming machine has reached the upper end of the ropewalk, the strands are completed. They are now taken and laid over on the other side of the walk, and are then ready to be "laid," or made into rope. Two laying machines are required, one at each end of the walk, and are known as the "upper" and "lower" machines. They also give the rope what is known as a fore turn and an aft turn. As many of these strands as are required for the rope are stretched to full length, and are attached to hooks on the laying machine. The upper machine has several hooks, but only one is used. All the strands are fastened to this hook, and they turn left-handed in laying, and the lower machine has as many hooks as there are likely to be strands, and operates in the opposite direction. The strands are meantime placed in the grooves of a conical wooden block called a "top," through which is passed an iron bar which is fastened to an upright post of a car called a "top sled." Pieces of rope called "tails" are fastened on the bar and wound round the rope to be laid. They help regulate the lay and assist in giving the rope a finish-gloss. The top having been mitred between the strands as closely as possible to the top, the sled is gradually forced along as the twisting proceeds in a right-handed direction. The lower machine keeps all the strands from untwisting. The top sled finally arrives at the lower end of the walk, with the full length of completed rope behind it. It is then compactly coiled by a reeling machine, covered with burlap, and shipped to its destination.

"In our age genius has to be picked green, like watermelons, so as not to spoil on the market!"

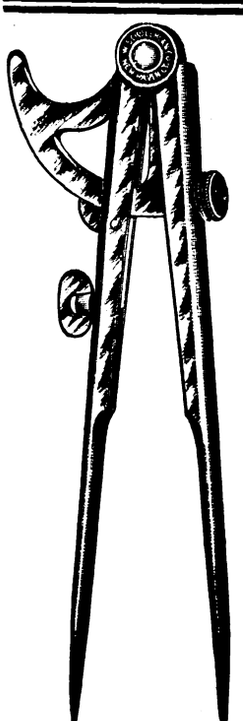
CEMENT FROM SLAG.

The proverbial American lack of economy is well exemplified in the fact that in 1904 upwards of 10,000,000 tons of blast furnace slag was produced in the United States, of which but 10 per cent. was usefully employed for cement making and road mending purposes. Yet in Germany Puzzuolani cement is now well recognized as a trade product with a good reputation for proper strength and hardness. This cement is produced by grinding and thoroughly mixing 85 per cent. granulated slag with 15 per cent. of lime hydrate. Slag is also largely employed by Portland cement manufacturers as a substitute for marl and limestone, and the claim that cement made with this addition is stronger than ordinary cement is now recognized by authorities on the subject. New methods of quenching and granulating the slag as it comes from the furnace have further improved its qualities as a substitute for marl and limestone. It has been found that the rapid quenching of the slag produces greater binding and hardening properties in the product. By one method recently perfected two jets of water under a pressure of forty to eighty pounds to the square inch are projected, the first in line with the following slag and the second at right angles to it. The slag falls under the runner spout on the first stream of water and is carried by it in the form of a thin sheet under the second jet, which breaks up and thoroughly disintegrates it and quenches it.

EXPORTS FOR 1904.

The total value of the exports of American manufactured goods for the calendar year 1904 aggregated $502,764,729, as compared with $421,453,915 for the preceding year. For the first time in the nation's history the total of its manufactured exports passed the half billion dollar mark. This in itself was a sufficiency noteworthy showing to warrant a more extended inspection of the returns in order to discover, if possible, how the enormous gain of $81,310,814 was rolled up, in what lines American manufacturers are holding their own and where they are losing ground, and in which markets the most important gains or losses recorded occurred. Broadly speaking, it may be said that two branches of American industrial activity supplied three-fourths of the gains in our exports last year; exports of copper and manufactures thereof accounting for the largest sum, $31,000,000, while exports of manufactures of iron and steel increased by $29,000,000.

The Best Point



in a "Spring Divider" of any kind is the perfection of its points. Among adjustment devices for mechanics and draftsmen our

"Excelsior"
Spring Divider

leaves nothing to be desired on this score.

Its points are made of Stubb's Steel Wire, tempered and inserted two inches into each leg.

Nickel plated.

Excellent Seller

We want you to have a copy of our catalogue and prices. Shall we send them?

THE WM. SCHOLLHORN CO.
NEW HAVEN, CONN.

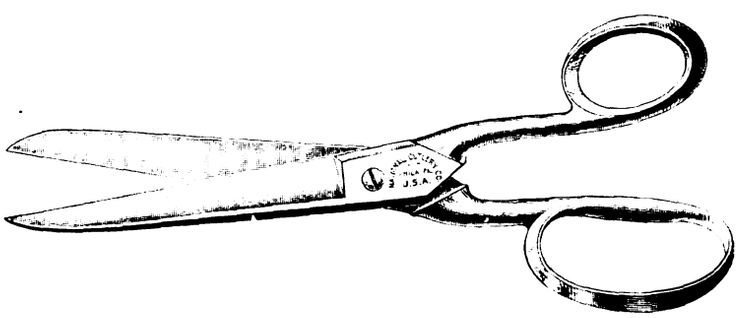
Manufacturers of
Bernard's Patent Pliers, Nippers, Punches and Tools.

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NATIONAL
CELEBRATED
SHEARS AND SNIPS

So superior is their quality---so perfectly welded by our special process are all our Tailors' Shears and Trimmers' Scissors, Tinners' Snips, Dental Shears and Snips, that our Shears received the

Grand Prize and Gold Medal
At the St. Louis Exposition



OUR NEW SOLID STEEL SHEAR

Its equal has yet to be produced. It is **Lighter,** in proportion to its length, **Stronger, More Shapely,** and therefore easier of operation in continuous use. Sizes 6 to 10 inches.

We make one quality only—**THE BEST.**

WE SELL JOBBERS ONLY

NATIONAL CUTLERY CO.,
3d and Lehigh Ave., Philadelphia, Pa., U. S. A.

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"L. & G." Putty Knives and Scrapers

So great was the demand for them last year that we've been working double tides to fill scores of duplicate orders for this season.

*

It's no wonder. High quality and finish, prompt shipments and reasonable prices did the trick.

*

If you are anxious to



Capture the Paint Trade

of your town and vicinity, write us at once for catalog and prices

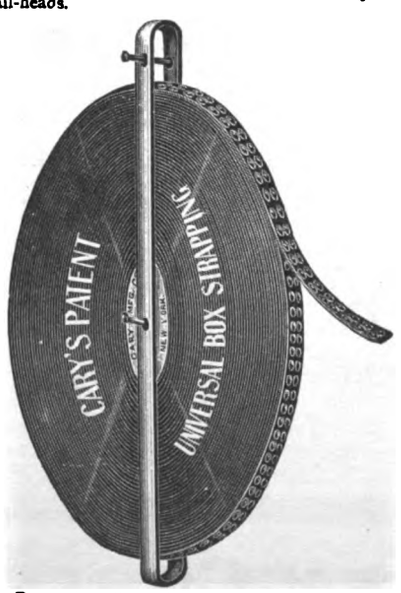
Just a trial and a just trial is all we ask. It will substantiate all we claim.

How about Fine Table Cutlery ? We've made it for 25 years. Mention Hardware when writing.

Lamson & Goodnow Mfg. Co.
Shelburne Falls, Mass.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

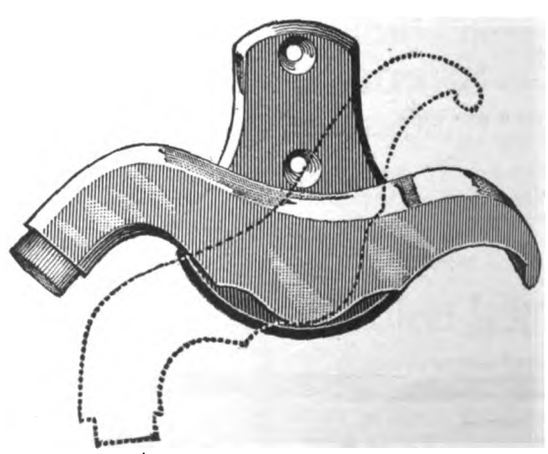
CARY MFG. CO,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

Simplicity Durability Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,
Rochester, N. Y.

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PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $1.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....90%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
22 C. F., $5 50.....10&5%
32 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal, Rim, $2 75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12, 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....20%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25 lb bag.....1.90
Chilled, 25-lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up	$ .60	15%
B. E., 9 & 10	.70	
B. E., 8	.80	
B. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's B. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

	⅌ dos.
Iowa Farming Tools.	
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$3.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net. $5.00
Perfect, No. 2.....Net. 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8½@8¾c
Eagle Anvils, ⅌ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75½@75&10%
Forstner Pat. Bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits.....40@40 & 5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 20 40&7½&10%
Nobles Double Spur, No. 32...55&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 20.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....95%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ⅌ doz. $1.25...40%
C. E Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles.

Awls—

	Per Gro.
Handled Brad	$2.75@3.00
Handled Scratch	$3.50@$4 00
Patent Peg	31@34c.
Sewing, Com.	58@65 00
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch ⅌ doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No 42, $10.50; No. 43, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders: Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%
C. E. Jennings & Co.'s Adjustable Tool Handles.....33⅓%
Rollin Hdw. Co., Adj. Tool Holders No. 1, $18.00.....30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $5.50.....30&10%

Axes—

First quality, best brands....$6.50to8.75
Ice, Bradleys.....30%
Bradley's wide bit, net.....$10.50
Long Island, net.....9.25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓&5
Boys Axes.....33⅓&5%
D. Simmons & Co.:
Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks.....50&5%
Peck Edge Tool Co:
Hatchets, Shingling, etc.....33⅓&5
Broad and Bb'l.....33⅓
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:

1 lb cans (36 in case)	.15 ea.
2 " " "	.25 "
10 " firkins (6 in case)	$1.20 "
25 "	2.75 "
50 " kegs	5.00 "
100 " "	9 00 "
200 " ½ bbls	.08½⅌
375 400 lb "	

Balances, Spring—

Chatillon's:
Light Class A.....40&10%
Circular Balances, Class C.....50%
Ice Balances, Class B.....50%
Straight Balances, Class A1 and A2.40%
Class D, E, F.....30%
Class G.....20%

Balances, Sash—

Caldwell's.....50%
Pullman's.....50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00.....35@30%
Tinned, each, $10.50.....35@30%

Bells—

HAND—

Hand Bells, Polished Brass..40@60&10%
Pure Bell Metal.....60%
Silver Chime.....33⅓@33⅓%
White Metal.....60%

DOOR—

Trip, Gem.....50&10%
Gong, Abbe's.....45%
Gong, Yankee.....5%
New Departure.....45@50%

COW—

Common Wrought.....75@75&10%
Kentucky.....70@70&10%
Kentucky, Sargent's List.....70%
Texas Star.....
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths'.....65&10&10
Hand.....25&10%
Moulders'.....25&10%

Belting, Rubber—

Boston Belting Co.:
"Boston".....50%
"Imperial," seamless stitched.....45%
Niagara.....60%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%

Bench Stops—

Morrill's No. 1, $10.00 per dos.; No. 2, $12.50.....50%
Seymour Smith & Sons.....25&10%
Miller's Falls.....15&10%
Weston's.....40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10½c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular.....40%
Extension:
Barber's, ⅌ doz. $15.00.....45@50%
Ives' ⅌ doz. $20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic..⅌ dos. $3.00.....33⅓%
Excelsior ⅌ dos. $10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Security Gravity ⅌ gr.....$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's.....50&10@60%
Haris' Steel.....40&10@50&5%
Iron Strapped, Japan'd Sheaves.70&10%
Iron Strapped, Lig Vine Sheaves.....
Rope Strapped, Japan'd Sheaves.65&10%
L. V. Sheaves.....40%
Lanes:
Junior, Self Sustaining.....20%
Pat. Automatic.....20%
Perfect Safety.....20%
Stowell, Novelty Block.....10&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....60&10%
Ives' Patent Door Bolts.....60%
Wrought Barrel.....80@80&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square.....70@70&10%
Wrought Shutter, Standard list.. 50&10%@50&10&5%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ¾x 6 and Smaller.....75&2½%
Larger and Longer.....70%
Phila. Eagle, $3 00 list May 24, '99 80&10%
Bolt Ends, list Feb. 14, '95.....70&5%
Bolt Ends with C & T Nuts.....65&10%
Machine, ¾ x 4 and smaller.....75&5%
Machine, Larger and Longer.....70&5%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted.....72½%
Eagle Phila.....82½%
Norway, Phila.....80%
Common.....72½@72½&10%
Norway, Phila.....80%
Portchester, Norway.....80%
Phila.....80%

STOVE AND FLUE—

Flue.....70&10@70&10&5%
Stove.....80@80&10%

MISCELLANEOUS—

Sink.....50%

Bone Mills.

Enterprise.....35@30%
Stearns.....40%

Borers, Tap—

Enterprise.....30@25%
Each.....$1.25, $1.65, $2.50
Nos.....1 2 3
C. E. Jennings & Co.:
No. 8.....33⅓&10%
No. 10.....10%&10%
Common Ring.....20&10%
Ives.....25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		5 &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax		40%
Phillips		$4.60 net.

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Bow Pins—
Hotchkiss.....60&10%

Boxes, Mail.
Heller's.....40&5%

Box Hooks.
Humason & Beckley's.....60&10&10%

Box Openers.
Humason's.....₩ doz net $5.00
Bemis & Call's.....65%

Box Scrapers—
Bradley's.....20%

Box Strapping—
Cary Mfg. Co's. in case lots:
"Universal,".....30&10&10&10
Standard Metal Strap Co's:
Eclipse.....20&10&10&5%

Braces—
Barbers'.....50&10&10@60&10%
Barbers' Ratchet.....60@60&10%
Common Ball American.....60@60&10%
Ives':
Barbers'.....60&5%
Barbers' Ratchet.....60@60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108@114¼.....50&10%
No. 208@114¼.....50&10%
Lancaster Mach. & Knife Works....50%
Gen. Spofford's.....60%

Brackets—
Brackets, Griffins Folding.....70&10%
Brackets, Griffin's Pressed Steel....80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in Broken Cases.....80&10%

Bracket Saw Frames—
Millers Falls Co.....35&10%

Bracket Sets—
Millers Falls Co.....33⅓&10

Bright Wire Goods—
Standard. List, June 24, 1903. 90&10&10@90&10&10 & 5%

Bull Rings—
Humason, Beckley & Co.'s.....80%
Rea's 2¼ in. net, per doz.....$1.5
Sargent's.....50%
Seymour Smith & Sons.....60%

Bull Punches—
Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—
See Hooks.

Butchers' Cleavers—
Bradley's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Wks.33⅓@40%
L. & I. J. White.....30%
Plumbs.....33⅓%

Butcher Knives—
See Knives.

Butchers' Saw Blades—
Millers Falls Co. Star.....15@15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—
Ordinary Black Handle.....25%
Humason & Beckley's.....40%

Butt and Rabbet Gauges—
Stanley's.....25&10%

Butts—
BRASS—
Wrought Brass, list Sept. '96.....80%
CAST IRON—
Fast Joint, Broad.....40&10@50%
Fast Joint, Narrow.....40&10@50%
Loose Joint.....70&5@75%
Loose Joint, Japanned.....70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin.....70&5@75%
Mayer's Hinges.....70&5@75%
Parliament Butts.....70&5@75%
WROUGHT STEEL—
Table and Back Flaps.....75% } Extra 10@10&10%
Narrow and Broad.....75%
Inside Blind.....75%
Loose Pin.....75%
Loose Pin, Ball and Steeple Tip.....85%
Japanned, Ball Tip Butts.70&10%
Bronzed Wrt. Nar. and Inside Blind Butts.....55&10%

Calipers—
Bemis & Call;
Wing.....60%
Double.....
Inside and outside.....65%
Straight Leg.....65%
Call's Pattern Inside.....5%

Can Openers—
American.....₩ gross, $1.75@$2.00
Goodell's Acme.....₩ gross, 6.00
Hopper's.....₩ gross, 15.00
No. 5, Iron Handle..₩ gross, $2.00@2.25
Phoenix.....
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.... ₩ doz., $4.50
Sprague, No. 1, $3.00; No. 2, $2.25; No. 3, $2.50.....75&10%
Universal, ₩ doz., $3.00.....50%

Carriage Makers' Clamps—
See Clamps.

Cartridges—
See Ammunition.

Casters—
Bed.....70@70&10%
French or Phila. Iron Wheel.....75%
Plate.....60@60&10%
Payson's Furniture.....70&10&10%
Payson's Truck.....70&10%
Standard, Ball Bearing.....45%

Cattle Leaders—
Humason, Beckley & Co.'s.....70%
Sargent's.....70&10%
Weltons.....70&10%

Chain—
American Coil and Halter Chains:
"American".....40@40&10%
"Niagara".....45@50&5%
"Eureka".....45@50&10%
"Triumph".....40%
"Brown".....50&5%
"Perfection".....60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.30
½	3.20
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.95
1	2.95

Covert Mfg. Co., Breast Chain.... } 40% & 2%
Covert Mfg. Co. Halter Chain ...
Covert Mfg. Co., Heel Chain.....
Covert Mfg. Co., Rein Chain ....
Covert Mfg. Co., Stallion Chain..
Galvanized Pump Chain, per pound. 5@5¼c
German Coil, list July 24, '97...60&10@ 60&10&10%
German Halter Chain, list July 24, '97 60, 10&10%
Jack Chain, Iron.....60&10@60&10&5%
Jack Chain, Brass..60&10@60,&10&10%
Oneida Wire Dog Chains.....45@50&5%
Trace, Wagon and Fancy Chains: New List.....60@60&10%
Bridgeport, Trace chains.....65%
Stake " 65%
Heel " 30%
COW TIES—
American.....45@50%
Niagara.....45&5@50&10&5%
Covert Mfg. Co.:
Cotton.....45% & 2%
Hemp.....45% & 2%
Jute.....50&5%
Sisal.....35&5%

Chain Guards—
Aluminum S. & N. Co.....50

Carpet Stretchers—
Montross' "Excelsior,"...₩ doz., $6.00.....20%
Bullard's.....33⅓%
Cast Iron Steel Points.....₩ doz.... 80c
Socket.....₩ doz., $1.75@$2.00

Carpet Sweepers— ₩ doz.
Bissell's:
Cyco Bearing "Parlor Queen" $30 00
Cyco Bearing "Elite".....29.00
Cyco Bearing "Boudoir".....27.00
Cyco Bearing "American Queen".....27 00
Cyco Bearing "Ideal".....25 00
Cyco Bearing "Gold Medal"...24.00
Cyco Bearing "Premier".....24.00
Cyco Bearing "Superior".....24 00
Cyco Bearing "Prize".....24 00
Cyco Bearing "Welcome".....24.00
Cyco Bearing "Grand Rapids," nickel.....24 00
Cyco Bearing "Grand Rapids," Japan.....22.00
"Standard," nickel.....22.00
"Standard," Japan.....20.00
Cyco Bearing "Crown Jewel," nickel.....21 00
"Crown Jewel" Japan.....19 00
Cyco Bearing "Crystal".....36 00
Cyco Bearing "Grand," length of case 17 inches.....36 00
Cyco Bearing "Club," length of case 24 inches.....51.00
Cyco Bearing "Hall," length of case 28 inches.....60.00
Cyco Bearing "Junior" nickel, length of case 12¼ inches.....22.00
"Junior," Japan, length of case 12¼ inches.....20 00
"Mieses".....9.00
National Sweeper Co., Marion In.
Marion Roller Bearing Regular finishes, full Nickel.....$24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 00
Monarch Roller Bearing, Japanned.....20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel.... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel..... 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned..... 33 00
Perpetual, Regular Bearings, Nickel.....20 00
Perpetual, Regular Bearings... 18.00
NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

Carpet and Rug Beaters.

	₩ doz.	₩ gro.
No. 12, Wire, Tinned	$0.85	$9.60
No. 11, Wire Coppered	1 10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—
Enterprise.....25@30%
Goodell's Family.....net ₩ doz. $5.00

Chisel and File Handles—
See Handles.

Chisels—
SOCKET FRAMING AND FIRMER—
Standard Makes.....70&10@75%
L. & I. J. White.....80@80&5%
C. E. Jennings & Co, No. 70..16⅔&10%
Jennings & Griffin Mfg. Co...65&2&10%
TANGED AND MISCELLANEOUS—
W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....40&10%
Tanged Gouges.....80&10%
Tanged Firmers'.....40&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%
COLD CHISELS—
Good quality, ₩ lb.....18@16c
Snell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₩ doz
Challenge Shank.....$3.25
Star Shank.....3.25
Star Socket.....4.00

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—
Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks, 70 & 10 @ 75%

Coffee Mills—
Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@30
Lane Bro's Co.....30%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers, 75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—
Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—
Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson.....₩ doz $10.00

Corn Hooks— ₩ doz
Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—
Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....25%
Wheeler's Patent.....50&10%

Cow Ties—
See Chain.

Crayons—
Sargent's List.....30%
Dixons: ₩ gro.
Eclipse.....7 in. $3.75 9 in. $4.50
Emerald.....5 00
Oriole.....5.00
Rainbow.....3.13
Solid.....7 50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—
Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co.'s.....35&10%

Cutlery—
Fosters, Pocket.....30%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10%
Pullman's Screen.....₩ doz. net $4.50

Door Holders—
Empire.....50%

Door Springs—
Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman, Coil.....30%
Star (Coil), list Oct. '96.....30%
Torrey's Rod, 39 in. ₩ doz., net.. $1 25
" " 48 in. " " .. 3 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

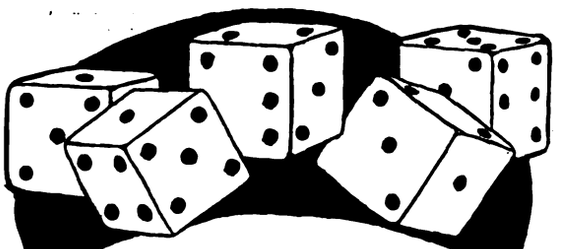
Drain Cleaners—
Iwan's Adjustable.....35%
Iwan's Stationary.....45%

Drawer Pulls—
Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—
Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60&5%
Watrous.....10¾&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—
Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%
TWIST DRILLS—
See Augers and Bits.

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TAKING CHANCES



THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality. Take Axle Grease for instance; if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

It's the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need.

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



A $250.00 Cash Register for
$125.00
HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store.

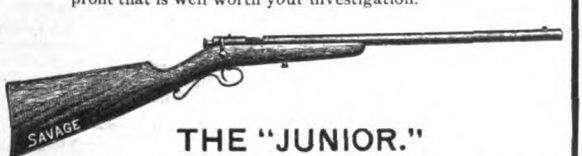
THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.
1161 Yale Avenue Columbus, Ohio.

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"JUNIOR" PROFITS.

If you are selling firearms to make money, you want to make a good legitimate profit on every rifle sold.

The JUNIOR .22 calibre Single Shot will yield a marginal profit that is well worth your investigation.



THE "JUNIOR."

With the profit comes a quality of workmanship that is a business builder.

Write your jobber for prices and information on this new Savage Rifle.

SAVAGE ARMS COMPANY,
UTICA, N. Y., U. S. A.

RIFLES

Mayhew Tools

"Mayhew Thoroughness"

is a particular brand of thoroughness, which gives to Mayhew Tools a stubborn endurance in severe usage quite extraordinary, all without affecting the price, which is ordinary.

Drop us a line. It will bring you further particulars and prices.

MENTION HARDWARE

H. H. Mayhew Co.
Shelburne Falls, Mass.
U. S. A.

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Egg Beaters—

Holt-Lyon Co :	₩doz.	₩gro.
No. 5 Japanned, Dasher Flared	$0.85	$9.50
No. A, Japanned, 6 Dos. $6.60.	1.15	13.00
No. 1, Tinned	1.40	16.80
No. B, Japanned, Hotel Size	1.85	22.00
No. 1, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	2.00	24.00

Taplin Mfg. Co.:	₩gro.
No. 80 Improved Dover	$6 00
No. 75 Improved Dover	6 50
No. 100 Improved Dover	7 00
No 100 Improved Dover, Tin'd	8.50
No 150 Improved Dover, Hot-l	$15 00
No. 150 Imp'd Dover Hotel T'd	17.00
No. 200 Imp'd Dover Tumbler	8 50
No. 202 Imp'd Dover Tumble Td	9.50
No. 800 Improved Dover Mammoth, ₩ doz	2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ doz

"Challenge"	$3 00
Pones	3.00
Wilkinson's	$3.00 net
Westerholm's	$3.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	50%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ₩ doz. $36.00	40&10%
Lanes	$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
McClellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	80@80&10%
Royal	80@80&10%

IMPORTED—

Stubs .. Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$3.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops :

Level Winding Jeweled Reel, ₩ dos.	$78.00
Level Winding Steel Pivot Reel ₩ dos.	$66.00
Anto Even Spooler ₩ doz.	30.00
Gun Cleaner ₩ dos.	4.20
Lightening Fish Scaler ₩ dos.	3.00
Fish Hook Shield ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise ..... 90@25%

Fry Pans—

Standard List ..... 70&10

No.	0	1	2	3	4
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₩ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50&10&10%
Stanley's	20@20&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mystic	40%
Martine	40&10%

Glue Pots—

Enameled	40%
Tinned	35%

Graters—

Enterprise	30@50%

Graphite, Lubricating.

Dixon's Pure Flake

633- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	12 cts. lb.

Grindstone Fixtures—

Cronk's	50%
Forest City	20@20&10%
Sargent's Patent	60&10&10%
Stowell's Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	₩ dos. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3	$1.25, $1.50&$1.75 40&10&10&10%
Maydole's	33⅓&5&40&10%
Sargent's New List	40%
Fayette R. Plumb: Plumb, A. E. Nail	33⅓&7½%
Engineers and B. S. Hand, Quaker City Hammers	50&12½% 40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 40c lb	30&10@35%
3 to 5 lb 40c lb	20&10@25%
Over 5 lb 30c lb	8%
Wilkinson's Smiths	9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:

Jute	40&5%
Sisal	20%

Hand Cultivators—

Ulrich Mfg. Co.:

Osborne's	₩ dos., $15.00

Handles—

WOOD—

Auger, assorted	₩ gr. $2.75@3.00
Auger, large	₩ gr. 3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 32½	40%
Axe, Pick, etc	50 & 10@60%
Bliss Mfg. Co.	
Chisel, Brad Awl, File, Auger, Soldering Iron	25@33⅓%
Brad Awl	₩ gr. $1.75@$2.00
Chisel, Worcester, Leather Cap'd	₩ doz., net 1.50
File, assorted	₩ gr. $1.40@1.50
Firmer Chisel, Apple, assorted,	₩ gr. $2.25@2.75
Hammer, Hatchet,	50%
Hoe, Rake and Fork	45@50%
Roll's Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles,	₩ gr. $ .90@1 50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40%
Shovel and Spade, Long Handles	40&5@50%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	66⅔@70%
Chicago Spring Butt Co.: Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern	net $7.20 ₩ doz.
Lane's: Standard	50&10&10&5
Special	50&10&10&5
Track for same	₩ 100 ft. net, $3.75
Cronk's: Nos. 1, 1½, 2 & 3	60&10%
Nos 11, 13	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs	60&10%
Myers' Stay-on	50& 0%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's	₩ gro. net, $9.00

Hangers, Parlor Door, etc.—

Lane's: Standard	net, $3.3
Ball Bearing	4.15
New Model	8.85
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.488, 40 drawers, no partitions, run. ft, $3.60; net each	$50.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52 net each	54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each	15.40
No 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $3 75; net each	22 92

NAIL BIN BASES—

No. 1782, 12 spaces, 150 lbs. each, run. ft.. $2.71; net each	22 57
No 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ₩ doz.	50%
Wrought	90@90&10%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7 00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.00
Double Rail Steel Track, complete with clamps	₩ ft.
Single Rail Steel Track complete with clamps	₩ ft. .30
D. H. Fork Steel Regular	each, 1.00
Neills Fork	each, 3.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.50
Walker Fork, each	3.00
Common 6 in. Wood Sheave Pulley, Fig. 423	₩ dos. 3.00
Faultless Steel Frame K. P. Pulley, Fig. 435	₩ dos. 4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 465	₩ doz. 3.50
Malleable Frame K. P. Pulleys, Fig. 676	₩ dos. 1.00
Reed Wood Frame Pulley with Hook, Fig. 434	₩ dos. 4.00
Steel Frame Pulley with Iron Sheave Fig. 565, ₩ dos	3.00
Floor Pulley, Wood Sheave, Fig. 486	₩ dos. 4.20
Hanging Hooks for Double Steel Track	₩ dos. 1.40
Hanging Hooks for Single Steel Track	₩ dos. 1.00
Hanging Hooks for Wood Track, 10 in	₩ dos. 1.00
Hanging Hooks for Wood Track, 16 in	₩ dos. 1.20
Floor Hooks ¾ in	₩ doz 1.00
Malleable Rafter Brackets, ₩ dos.	.70
Wrought Rafter Brackets ₩ dos	70
Rope Hitch	₩ dos. 3 20

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net	$3.00
Iwan's Hay, Imp. Serrated ₩ dos. net	$10.00
Kohlers, Hay, Sickle edge per doz net	$10
Auburn Straw	40&10%
Weymouth, Pat	65&5%
Wadsworth's	40&5%

Hedge Trimmers—

Wadsworths:

No. 1, per dos. net	$3.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb, 3½c. 14 to 20 in., ₩ lb, 3c. 22 to 36 in., ₩ lb, 2½c.

STRAP AND T HINGES.

New List, Dec. 26, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&5%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&5%
Corrugated Ex. Heavy T	70&10%

SPRING HINGES—

Bommer Brothers. Bommer Spring Hinges	40%
Bommer B. B Floor Hinges	40%
Bardsley's Patent Checking	15%
Chicago Spring Butt Co.: Chicago Spring Butts	30%
Triple End Spring Butts	30%
Chicago Ball Bearing Floor Hinge	50%
Garden City Fire Engine House Hinge	35%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	50&10@50&10%
N. E., ₩ doz	$7 50
N. E., Reversible ₩ doz.	$8.00
N. Y. State, ₩ dos.	$4.00
Western, ₩ dos.	$4.20

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 11, 13	75%
W. H. Co.'s No. 9 Mortise Gravity	30%
Stanley's Steel Gravity Blind Hinges with Screws, $1.30 ₩ dos. sets	30&10%

Hitching Cords—

Covert Mfg. Co	40&5%
" " "	
Hitchers Stall	30%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&10%
Pearl Agate Ware	50&10%
Blue and White Ware	50&10%
All White Ware	50&10%

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A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,
General Industrial Agent,
Seaboard Air Line Railway,
Portsmouth, Virginia.
We have a good location for your plant.



DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

PFLUEGER'S PATENTED "REVERSIBLE HINGE" INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

NOTICE

Free to any dealer in SPORTING GOODS, sent express prepaid, 155 page illustrated catalogue No. F23, Metal Fish Sign and Window Transparency in eight color lithograph.

The ENTERPRISE MFG. CO.
Akron, Ohio, U. S. A.

While Looking About



for a Lemon Squeezer, compactly put together, working rapidly and thoroughly—unbreakable—Look at

"The Leader"

Has no loose parts—always ready to squeeze.

Two styles—nickel plated and japanned.

MENTION "HARDWARE"

THE LEADER MFG. CO., Hartford, Conn.

TIME TO STOCK UP ON



BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.
107 Chambers St., NEW YORK.

New Jersey Wire Cloth Co.

MANUFACTURES
THE ROEBLING STANDARD WIRE LATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK. 171 and 173 Lake Street, CHICAGO. 25 and 27 Freemont Street, SAN FRANCISCO.

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground.....5c@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs. net $3 75@3.00

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40 &5%
William Rogers Mfg. Co.....40&10%

Hooks—

RUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..5&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's..... 70%
Harness, Sargent's list..... 50@60&10%
Lamp.. .....60@60&10%
Picture.....50&10%
Screw Hat..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... .....₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Hamason & Beckley, New List..85&10%

WIRE—
Atlas, New List, Single cases 75%
Ten case lots .....75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....60&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt. .....80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks... 30%
Grass, Wadsworth's 60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos.	6	7	8	9	10	
A. C.		25c	23c	22c	21c	21c	40&5%
American, all sizes							9½c net
	Nos.	6	7	8	9	10	
Anchor & New Haven		23c	21c	20c	19c	18c	40% @40&5
	Nos	6	7	8	9	10	
Ausable		25c	25c	25c	24c	23c	50&10%
C. B. K		25c	23c	22c	21c	21c	40%
Capewell		19c	18c	17c	16c	16c	10&5%
Champlain		28c	26c	25c	24c	23c	40&10@50%
Clinton Fin		19c	17c	16c	15c	14c	30&10%
Essex		28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes							9½c net
Maud S		25c	23c	22c	21c	21c	50%
Neponset. Nos. 5 to 10, ₩ lb							18c.
Northwestern		25c	23c	22c	21c	20c	25@25&5%
Putnam		23c	21c	20c	19c	18c	33⅓&5%
New Putnam		19c	18c	17c	16c	14c	10&10%
Vulcan		28c	21c	20c	19c	18c	25&10%
Western							8½c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4.00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....45%&2%
Hemp.....45%&2%
Jute.....50&5%
Sisal.....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"... .....50&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant.....80&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown..... .....net
Gem Ice Shave .....net
Sargent's Ice Awls.....55%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 35.₩ doz. $6.00..25@30%
No. 34.₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Span Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....20%
Butcher Knives.....25%
Shoe Knives.....20%
Cronk's Chopping..... 33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros. Butcher, &c. 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth.....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.350 per doz.
Solid Stone Carving Knife Hones ..... $2 50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sand-stone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead.₩ gr. .....$1.15@1 25
Door Mineral..... ..... 65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion ....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M, S. C., K., T.. .....70&10%
Style A. (all steel).....60&10%
Style E, Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. ..... 40&10%
Gold Coins low list..... 40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise .....25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00

....30%
Kohler's:
Daisy..... ....net, per dozen$7.50
Mystic 6.00
Rainmaker.....4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ....$85.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton.....45%&2%
Hemp..... .....45%&2%
Jute .. ..50&5%
Sisal..... ..... 35&5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .....6¾@6c
Block Tin Pipe.....33@37½c
Lead Pipe, full lengths.... .....5to5½c
Lead Pipe, Tin Lined.... .....13½c
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Berger Bros. ₩ doz. 8-in. $1.00; 10-in, $1.40..... .....20%
Hotchkiss, Straight Flush, ₩ doz. $9.60
Little Giant..... 50@60&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc Lined, Wood..... ₩ doz $1 25
Wood, Common. ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 .....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20	
100 feet	$2.20	$2.00		$1.65
75 feet	1.80	1.70	1.80	

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co..... .....40%
Reading Hardware Co.....4&20%
Sargent & Co..... .....40&10%

CABINET—
Eagle Lock Co..... .....33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00..... .....40%
Ames Sword Co 40%
Brown's Brass.....20%
Brown's Chain.....20%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... .....20%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .....75&10@80%
Yale Lock Co 60%

TRUNK—
Corbin's ....35&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓

Mattocks—
Cronk's Garden. 33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—
American..... .....30%

Nos.	1	2	3	4	5	6
Each	$5	$7	$10	$25	$50	$60

Dixon's ..... ₩ doz. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$30

Enterprise ....25@35&5%
Nos.... 5 10 12 20 22 32
Each...$2 $3 $2.75 $6 $4 50 $6
Little Giant..... .....33⅓@40

Nos.	805	810	812	820	832
	$35	$48	$44	$72	$108

Woodruff's, ₩ doz ....30&10@40%
Nos..... ....100 150
$15 $18
Beef Shavers (Enterprise) .....25@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmic..... .....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ doz. $4 00.40
Sargent's..... .....60@60&10

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ doz. $30 .....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $3.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899..... 80,90&10%

PICTURE—
Niles' Patent $40
Porcelain Head, Comb'n list.....65&10%
Porcelain Head, Sargent's list.....65

Nail Nippers—
"Gem," ¼ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 2.00

Nail Pullers—
Ajax, 5 lbs ....₩ doz. net $7.20
Black Hawk, ₩ doz $9.00
Cyclops.....40&10@60%
Cronk's .....₩ doz. net $12.00
Eureka, No. 74. ..... doz. net $9.50
Eureka, No. 75... ..... doz. net 4.00
Giant No. 1. ₩ doz. $18.00. No. 1½ $16.50; No. 2, $15.00 .....60&10%
Lightning. .....₩ doz. $18.00, 60&10%
Morris No 1, List $30 00. .....50%
National.....₩ doz. $9.00, 40@50&10%
Pelican.....₩ doz. $9.00, 40@50&10%
Rollis Hdw Co. No. 1 18.00.....50&10%

Nail Sets—

Hunters' Cup Point, Knurled	₩ gro. $3.00
Hunters' Cup Point, Plain...	2.00
Octagon	4.00@4.75
Round, assorted.....	3.00@3.50
Square.	4.00@4.50
Snell's:	
Octagon .....₩ gr...	$5 00
Corrugated	6.75
Knurled.....	6.75@7.00

Nippers—
Acme 80%
Smith's Cutting ... .80%
Todd's Cutting 80%
Nut Crackers— ₩ gro.
Acme, Japanned .....$30.00..40%
Acme, Nickel Plated..... $0.00..40%

Nuts—
Cold Punched:
Mfrs. or U. S. Standard. Off list
Square, Plain.....$4 00
Hexagon, Plain 5.40
Square, C. T. & R..... 5.10
Hexagon, C. T. & R..... 5.80
Hot Pressed:
Mfrs. U. S. or Nar. Gauge Stan'd.
Square, Blank. 5.40
Hexagon, Blank..... 5 80
Square Tapped..... 5.40
Hexagon, Tapped 5.80

Oils—
Linseed, City, Raw, in barrels,₩gal. 46c
Linseed, City, Boiled, in barrels. ₩ gal. 49c
Out of Town on Spot.....₩ gal. 53c
Calcutta, Raw, in barrels... ₩ gal. 55c
Lard, Prime City ....₩ gal.....55c @ 60c
Lard Extra, No. 1..... 45@50
Lard, No. 2..... 35@40

Oilers—
Brass and Copper, ...30&10
Tin or Steel..... .....30&10
Cushman & Denison's: ₩ doz.
Gem ..... $ .80
Leader..... .60
Perfect Oilers..... 1.00
Star Pocket Oilers ..... .75
"Paragon," Brass .....40@50%
"Paragon," Zinc ..... 60&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70@75&10%
Zinc and Tin ....25@30&10%
American Tube & Stamping Co.,
Spring Bottom Cans..... 70@75&10%
Railroad Oilers, etc..... 60@65&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindostan Large Axe ..8c per lb.
" Small " ..10c " " } 40%
Queer Creek Axe ....20c " "
OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... .....70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long....$2.80 " " } 25½
No 1 Hard Arkansas Stone 5½ to 8 inch long....$3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long....$1.80 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips .....$4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(20c ₩ lb
Cincinnati " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " "
} 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 60%
Extra..... 60%

MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 10c@20c
Italian Packing.....9½c@12c
Jute ..... 4½@5c
Russian Packing.....8½c@11c

Pantaloons—
See Locks.

Pans—
APPLE— ₩ doz.
Advance.....₩ doz. $ 4.00
Baldwin.....₩ doz. 4.00
Bonanza Improved.....each 6.50
Daisy..... ₩ doz. 4.00
Dandy.....each 7.50
Eureka Improved ..... each 20.00
Family Bay State..... ₩ doz. 15.00
Improved Bay State.... ₩ doz. 36.00
Little Star..... ₩ doz. 5.00
New Lightning..... ₩ doz. 7.10
Reading, 72 ..... ₩ doz. 3.25
Reading, 78 ..... ₩ doz. 6.25
Rocking Table..... ₩ doz. 6.20
Turntable, 78..... ₩ doz. 6 00
White Mountain..... ₩ doz. 5.00

POTATO— ₩ doz.
Saratoga.....$7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@6.75
Carpenter's, Blue or Red Lead ..... 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6 87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored .....$4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 24, 1899. ....70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.)
25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E. Jennings & Co..... 50&10%
Molding.....33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron..... 50&10%
Sargent's.....60@60&10
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros.....30%
Butcher's.....$5.00@5.25 to $
C. E. Jennings & Co..... ..10%&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button.. .....70&10@75%
Ives & Carrier:
Pliers
N. 1.....60&10%
20.....net, $9.00
40.....75%
50.....80%
60.....40%
70.....50%
80.....40%
90.....40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting.....25%

Plow Bolts—
See Bolts.

Plumb Bobs—
Kenfel & Esser Co..... 33⅓%

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels.....70&10@75%
Stanley's.....30&10@30&10&10%
Stanley's Duplex.....30@30&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Leon's..... .....25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste .....40@40&10
U.S. Metal Polish Paste, 8-oz. boxes, ₩ doz .....$ .80
₩ gross.... 4 00
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S Liquid, 8-oz cans, ₩ doz ... 1.25
gross..... 12.0
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross..... 18.00

Polish, Stove—
Black Eagle Sensine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00.....60%
Joseph Dixon's.....₩ gro. $5.75, 10%
Fireside.....₩ gro. $2.50
Gem.....₩ gro. 4 50, 10%
Japanese ..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.50
Wynn's:
Black Silk, 5 lb pail... ....each 70c
Black Silk, ½ lb box....₩ doz $1.00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq.....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... ..... $ 9 00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$24.00, 25%
Kohlers:
Little Giant.....per doz., net$12.00
Hercules..... " " " 9.50
Invincible..... " " " 9.00
Pioneer..... " " " 7.20
Universal..... " " " 13 00
New Champion.... " " " 5.50
Rival..... " " " 7 50
Ryan's.....₩ dos. $30.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection.....₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in.,₩ dos. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " " $8.00
Rockford Tack & Nail Co.
Rockford Brand.....₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2½%
Hop Hooks .....60&10&2½%
Potato Hooks..... ..70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears .....6 to 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning..... .....60@60&10%
Axle.....50&10@60%
Brass Screw ..... 45&10%
Ceiling.....60@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter .....60@60&10%
Empire Sash Pulley.....60%
Fox all-steel.....50%
"Grand Rapids" all steel.....50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 .....50&10%
Hay Fork, 5-inch, Solid, $5 70..... 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 6-in. Wheel, ₩ dos., $12 00 .....40%
Side, Anti Friction 60%
Shade Rack..... 4%
Upright..... 50&10@50&10&10%

Pumps—
Cistern, Best Grades .....60@60&10%
Pitcher Spout, Best Grades .....75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz.....$7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump.....$13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6½, Fig. 307, 3½ in. Deep Well Pump..... 17.00
No. 14, Fig. 391, 3 inch Deep or Shallow Well Pump 15.00
No. 26, Fig. 398, 3 in. Deep Well Pump..... 17.00
No. 56, Fig. 391, 3 in. Shallow Well Pump..... 14.00
No. 58, Fig. 398, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 398, 3½ in. Deep Well Pump..... 15.00
No. 72, Fig. 398, 3 in. Deep Well Pump..... 15.00
No. 402, Fig. 402, 3 inch Lift Pump..... 9.00
No. 108, Fig. 445, 3½ in. Lift Pump 11.00
No. 122, Fig. 510, 3 in. Lift Pump..... $7.00
No. 131, Fig. 510, 3½ in. Lift Pump..... 8.50
No. 288, Fig. 389, Windmill Pump..... 12.50
No 295, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 26.00
No. 304, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 208, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 350, Fig. 492, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50%
Morrill's 50%
Niagara Hollow 40%
Niagara Solid 50%
Saddlers' or Drive, good.....60@66%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet $1.40 1.75 2.00
Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. R. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c.....70%
Carrier Steel Rail, ₩ foot.....4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 18. .....8½c
Double Braced.....8½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1¼ in ....net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot 8½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb. 35c..... 25@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion 75%
Victor..... .....40%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3 45
" 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th..... .... .. 2.24
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp.... 70&10%
See also Files.

Razors—
Electric.....List net
Boracic..... .. ..60%
Fox 40%
J. R. Torrey Razor Co..... .20%
Westenholm and Butcher, $10.00 to $..... ... .10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes..
Electro-Plated .....
Nickel Plated .....
} 70 to 75%
White Porcelain..... .....60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo .....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....50&60@60%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... ... 7

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 c.s

Rope—
Cotton Rope: ₩ lb
Best ¾ inch and larger 16½c
Medium 14½c
½ in. and larger.....
Common..... .....10½c

Jute Rope:
A grade..... ..... 6c
C grade.. ..... 5½c
Manila, Pure:
7-16 in. and larger..... .....12c
⅜ in 11½c
¼ and 5-16 in..... .....11c
Sisal, Pure:
7-16 in. and larger..... ....10c
⅜ in 10½c
¼ and 5-16 in..... .....11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 50&10@50&10&5%
Kenfel & Esser Co.:
Folding, Wood.....33&10%
" Steel.. .....33⅓&10%
Lufkin's:
Steel.....50&10%
Lumber.....60%
Miscellaneous, Stanley's 50&10@50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 45%
Sleeve 50%
Tourist..... 50%
Toy..... .....50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $3.75
Bronze Finished in Cases" 5.15
Aluminum Finish " " "..... 2.25
Full Nickel " " "..... 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth..... 50&10@60%
Garnet Paper..... 25%
Flint and Emery Paper...50&10@60%

Sash Balances—
Caldwell Mfg. Co.....50%
Pullman..... 50&10@60%
Victor Bronze..... .. ..75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... .....40%
Monarch B. C Co,... .. ..70%
Pullman Bronze 70%
" Cop Steel..... 70&10&10%
Royal Metal... ....25&5%
Steel B C. Co..... .....70&10%
Steel, Copperplated.....70%
Victor Bronze 70%
Victor Steel..... .....75%

Sash Cord and Weight Fastener
Ives.....40%

Sash Cord—
Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@13c
Silver Lake:
A Quality, Drab..... ..... ₩ lb 40c
A Quality, White..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers..... .....70%
Ives Casement Fasteners..... 40%
Champion 50%
Monitor, Steel..... .....25%
Shutter Sheaves..... .....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....50%
Champion Side..... .....60%
Ives' Patent:
Bronze and Brass.....62½%
Crescent.....50&10%
Iron 62½%
Window Ventilating..... .....60%
Robison Patent Ventilating Sash Lock..... .....40%
Wrought Bronze and Brass.....55%
Wrought Steel..... .....55%
Payson's Signal 60%
Pullman Pat. Ventilating.....25%

Sash Weights—
Ton lots at factory (Eastern).... $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....50%

Saws—
Atkins:
Band 2 to 14 in. Wide.....9
Band ½ to 2-16 in. Wide.....

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....85&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ¼ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....35%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ℔ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....℔ doz. $6.00
Excelsior Saw Tools.....℔ doz 6.00
Disston's Monarch. Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....℔ doz. net $8.50
"Royal".....℔ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 5, $30 00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ℔ doz.....$4.75
Stillmans.....℔ doz. 1.00
Taintors Positive ...$18.00 ℔ doz. 60%

Scales—

Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.80@ 2.00
Striped..... 2.00@ 2.30
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6 00.....40&10%
Box, 1 Handle.....℔ doz. $2.00
Box, 2 Handle.....℔ doz. $3.00@4.00
Foot.....55&5@60&5%
Ship Common.....℔ doz. $2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....℔ doz. $2.50

Screens—

DOOR—

Phillips: ℔ doz.
Style E, ¼ in.....$10.00
Style O77, ¾-in.....7.50
Style X Y, ⅞ in.....10.50

WINDOW AND FRAMES—

Phillips:
Fiver Pattern.....60&10@60&10&5%
Air Line Pattern.....60&10%
Perfection.....60&10@60&10&5%
Screen Frames.....60&5@60&10%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ..℔ doz. $6.00 net
Electric Spiral No. 02 ..℔ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ℔ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....
Brass, Round Head.....
Iron, Flat Head.....
Iron, Round Head..... 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 75&10%
Hand Rail.....70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....75&20%

BENCH, HAND, ETC.—

Bench, Iron, ℔ doz., 1 in., $2.50@3.75
1¼, $3.00@3.25; 1¾, $3.50@3.75
Bench, Wood, Beech.....83⅓@35%
Hand, Wood.....83⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete. $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ℔ doz

Wadsworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass.....
Clipper, Grain.....
Weed and Bush..... 20%

Scythe Rifles.

8-Coat.....$10.00 ℔ gro.
4- " ..... $12.00 " " 40%

Scythe Stones.

No 1 Indian Pond....$7 00 ℔ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6 00 " "
Leader Red End .... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7 00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " " 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....60&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@30%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....35%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ℔ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....℔ doz. $1.75; ℔ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 24x7, 26x8, 30x9.....55%
Kraut Cutters, 26x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....℔ gro. $18.00@$20.00
2 Knives.....℔ gro. 22.50@ 30.00
Kraut Cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&5%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45%&5%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....35%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....℔ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1s—

℔ doz. net
"1847".....$3.50
"Anchor".....3.25
"Eagle".....3.25
"Star".....3.25
Rogers, Smith & Co.....1.25
Rogers & Hamilton.....1.25
Holmes & Edwards.....1.50

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...60&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅜, and ½ inch, ℔ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 80c
" No. 60 " " " 85c
" No. 68 " " " 85c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....
Gardner.....
Holroyd & Co.....
Holroyd's R'd Adj Screw Plates.....
Lightning Screw Plate.....
Reece's New Screw Plates.....

PIPE MAKERS—

Holroyd & Co.....80&10@20&10%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1900.
American Cut Tacks.....80&5%
S. S. Cut Tacks.....80&5%
Carpet Tacks:
American, Blued.....80&20&10%
American, Tinned.....80&20&10%
Swedes Iron Tacks.
S. S.....80&20&10&5%
Bill Posters' and Railroad Tacks:
S. S.....80&5&10%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S.....80&5&10%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....80&5&10%
Looking Glass Tacks.....70&10&5%
Trimmers' Tacks:
S. S.....80&20&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S.....80&5&10&5%

MISCELLANEOUS—

Double Point, in dozens.....80&5 less
Shade, in dozens.....80&10&5%
Shade, in bulk.....80%

Tack Pullers -

Columbia, No. 1, ℔ doz., net.....$1.25
Columbia, No. 2, ℔ doz., net.....1.50
Little Jack.....℔ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@10&10%
Steel.....25&5@25&5%
Chestermans.....25@25&5%
Keuffel & Esser Co.:
"Favorite" As- Skin.....40&10@50%
" Duck and Leather 25&5@25&10%
Metallic } Lower List.....35@35&5%
Steel... }
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1⅛ in. inc.....65&10%
1⅛ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....60&20%
Pipe, 2 to 3 in.....60&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔100.....net, $13.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz. 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 10%
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 2, Rat, ℔ doz., $8.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 75.....4.25
No. 4, Mouse, ℔ doz., $2.50; case of 3.....2.75
No. 5, Mouse, ℔ doz., $3.75; case of 150.....2.25
Schuyler Rat Killer, No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No. 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
Pointing.....30%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Kohlers:
Mal. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓%
Massey:
Perfect.....20%
Clincher.....30&10%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2%
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton's.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10&85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.80&10@80&15%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.15@1.25

Wire Rope—

Bright.....50&3½%
Iron, Galvanized.....42½&3½%

Wire Rope Clips—

Crosby.....25%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists'.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 44c
Linseed, City, Boiled, in barrels, ℔ gal. 46c
Out of Town on Spot.....℔ gal. 43c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....51@58c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $17.50@19.00
Barytes, American Floated, ℔ ton, $17.00@$18.50
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb.....9½c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....1¾@2
In cans, 12½ lb to 25 lb.....1¾@2

Spirits Turpentine—

In regular bbls.....54@ 54½c
In machine bbls.....54½@ 55c

Dry Colors—

	℔ lb	
Blue, Chinese	30 @35	c
Blue, Prussian	28 @34	c
Blue, Ultramarine	5 @15	c
Sienna, Italian, burnt & powdered	3 @ 6½	c
Sienna, Italian, raw & powdered	3 @ 6½	c
Umber, Turkey, burnt	2½@ 8½	c
Umber, Turkey, raw	2½@ 8½	c
Green, Chrome, Ordinary	5 @ 7	c
Green, Paris, in kegs	12½@14½	c
Indian Red, American	3 @ 8½	c
Indian Red, English	4½@ 8½	c

Colors in Oil—

Black Lampblack, best	12 @14	c
Blue, Chinese	35 @46	c
Blue, Prussian	32 @36	c
Blue, Ultramarine	14 @16	c
Sienna, burnt	11 @13	c
Sienna, raw	11 @13	c
Umber, burnt	12 @16	c
Umber, raw	11 @14	c
Brown, Vandyke	11 @14	c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

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Armstrong Mfg. Co., Bridgeport, Conn.

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Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.

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Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

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Sargent & Co., New York.

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Stowell Mfg. Co., Jersey City, N. J.

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John H. Graham & Co., New York.
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Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

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J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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The H. H Mayhew Co,, Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

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Enterprise Mfg Co., Akron, Ohio.

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Pullman Mfg. Co., Rochester, N. Y.

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The Wm. Bayley Co , Springfield, O.
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Magnolia Metal Co., New York.

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Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Sargent & Co., New York.

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Chandler & Farquhar, Boston.

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Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Chandler & Farquhar, Boston.

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Bicycle Step Ladder Co., Chicago, Ill.

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Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

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Cary Mfg Co. New York
Standard Metal Strap Co., New York.

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Schwerdtle Stamp Co., Bridgeport, Conn.

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Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co , Allegheny, Pa.
Sargent & Co., New York.

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Covert Mfg. Co., West Troy, N. Y.

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Hurwood, Mfg. Co., Bridgeport Conn.

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American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters
The H. H. Mayhew Co., Shelburne Falls Mass
Glass Water Coolers.
Mississippi Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Grain Cradles.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland O.
Geneva Tool Co., Geneva, O.
Grates.
Blacklock Foundry, South Pittsburgh, Tenn.
Grinders (Surface)
John Van Benschoten Poughkeepsie N. Y.
Grist Mills (Hand).
The Wm. Bayley Co., Springfield, O.
Gummers, Saw.
Henry Disston & Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.
Chandler & Farquhar, Boston
Hack Saws.
Diamond Saw & Stamping Co., Buffalo, N. Y.
Hack Saws (Universal).
West Haven Mfg. Co., New Haven, Conn.
Hair Belting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co., Reading, Pa.
Hammocks.
I. E. Palmer, Middletown, Conn.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y
W. H. Glenny & Co., Rochester, N. Y.
Hangers, Joist and Wall.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Sargent & Co., New York.
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros Co., Philadelphia
Walworth Mfg Co., Boston, Mass.
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O
Lane Bros Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester N. Y.
Franklin Specialty Co., Reading, Pa.
Harness Dressing.
Frank Miller Co., New York. N. Y
C. L. Hanhaway & Sons, Inc., Boston Mass.
Harness Oil Blacking.
C. L. Hanhaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg Co., West Troy, N. Y.
Sargent & Co., New York.
Hatchets
Franklin Specialty Co., Reading, Pa.
Hasps and Staples
Griffin Mfg Co., Erie, Pa
McKinney Mfg Co., Allegheny, Pa.
Hay Carrying Tools.
P. F. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Header Forks.
Geneva Tool Co., Geneva, O.
Hinges.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co. Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Neponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Breakers.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co. New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Burwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, P
Ice Tools.
W. H. Glenny & Co., Rochester, N. Y
John Chatillon & Sons New York.
Erie Specialty Co. Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co. Pittsburg Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co. Indianapolis Ind
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Iron Work.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Job Lots.
Jacob McInerny Co. New York.
Chas. Weiland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners
Pike Mfg. Co Pike, N. H.
Knives (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.
Lanterns.
Berger Bros. Co., Philadelphia.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
Burwood Mfg Co., Bridgeport, Conn.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
Adams Steel & Wire Works, Joliet, Ill
The Wm Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Mowers.
Chadborn & Coldwell Mfg. Co., Newburgh, N. Y
Clipper Lawn Mower Co., Dixon, Ill.
Coldwell Lawn Mower Co., Newburgh N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Lawn Tools.
Geneva Tool Co., Geneva, O.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Locks and Knobs.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Vermont State Co., Zanesville Ohio.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Bliss, Williams Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland' O
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Mills, Coffee and Spice.
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York.

Nettings.
I. E. Palmer, Middletown, Conn.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works, Columbus, O.

Office Railings.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont State Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
The Wm Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties.
Adams & Elting Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgepost, Conn
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pokers (Alaska).
Troy Nickel Works, Albany, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo W Huffman, Indianapolis, Ind and New York

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro. Ashland, Ohio.

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H H. Mayhew Co., Shelburne Falls, Mass
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portemouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield England.

Razor Grindstones.
Pike Mfg. Co. Pike, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co., Fond du Lac, Wis.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Sash Balances, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments.
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Charles Morrill, New York.

Saw Tools.
C. E Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co, Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
The Ducharmes Co., Shelburne Falls Mass.
John H. Graham & Co., New York.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

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Scythe Rifles.
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Separators (Cream)
Smith Bros. Mfg. Co., Indianapolis, Ind.

Sewing Machines.
New Home Sewing Machine Co. Orange, Mass., and New York City

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines,
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Rasps and Stands.
Blacklock Foundry, South Pittsburg, Tenn.

Shoe Polishes.
C. L. Hathaway & Sons, Inc., Boston, Mass.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sinkers, Ringed and Adjustable.
Enterprise Mfg. Co., Akron, Ohio.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spoons (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.

Spray Pumps.
The Deming Co., Salem, Ohio.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Springs, Wire.
John Chatillon & Sons, New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Johnll. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.
Black Satin Polish Co., 107 Chambers St., New York.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B. Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Strops, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia Pa.
Sargent & Co., New York.

Swing Chair
Hagga d & Marcusson, 425 So. Canal St., Chicago, Ill.

Swivels, Window Gangs
Enterprise Mfg. Co., Akron, Ohio.

Table Cutlery.
See Cutlery, Table.

Tack Pullers.
John H Graham & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tailors' Shears.
R. Heinisch's Sons Co. Newark, N. J.

Ten Cent Specialties.
Ozier Mfg. Co., Jersey City, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Thumb Tacks.
Hawkes Jackson Co., New York.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N. J.

Tool Chests and Cabinets.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
American Tool Chest Co. New York, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
Hurwood Mfg Co., Bridgeport Conn.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Torches (Vermont)
Vermont State Co., Zanesville, Ohio

Toys, Iron.
Arcade Mfg., Co. Freeport, Ills.

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. M. Mast Mfg. Co., Lititz, Pa.

Trolling Outfits, etc,
Enterprise Mfg. Co., Akron, Ohio.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y.

Trowels.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tube Expanders.
Ajax Mfg Co., Pittsburg, Pa.

Tubes, Seamless Drawn.
American Tube & Stamping Co., Bridgeport, Conn.

Tubing.
American Tube and Stamping Co. Bridgeport, Conn.

Turnbuckles.
Columbus Bolt Works, Columbus, O.

Twist Drills.
C. E. Jennings & Co., New York.

Typewriters.
Hammond Typewriter Co., New York

Valves, Pump.
Berger Bros. Co., Philadelphia.
F. E. Myers & Bro., Ashland, Ohio.

Varnishes.
Glidden Varnish Co., Cleveland, O.
E. E. Nice, Philadelphia, Pa.

Ventilating Sash Locks.
Chamolon Safety Lock Co., Geneva, Ohio.

Ventilators.
Berger Bros. Co., Philadelphia.

Vises.
Armstrong Mfg. Co., Bridgeport, Ct.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Wagon Jacks.
Covert Mfg. Co., West Troy, N. Y.
Lane Brothers Co., Poughkeepsie, N. Y.
J. V. Hankinson, Franklin, Ohio.

Wagon Scales.
Osgood Scale Co., Binghamton, N. Y.

Washers, Iron and Steel.
Columbus Bolt Works, Columbus, O.

Washing Machines.
Emil H. Beckert, New York.
Blackstone Mfg. Co., Jamestown N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Voss Bros. M'f'g Co., Davenport, Iowa
White Lily Washer Co., Davenport, Iowa.

Water Coolers.
Buffalo Mfg. Co., Buffalo, N. Y.

Water Filters.
Fulper Pottery Co., Flemington, N. J.

Wheelbarrows.
Bryan Mfg. Co., Bryan, Ohio.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Window Screens and Doors.
John H. Graham & Co., New York.
A. J. Phillips Co., Fenton, Mich.

Wire, Coiled Spring.
John Chatillon & Sons, New York.

Wire Cloth.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Buffalo Wire Works Co., Buffalo N. Y.

Wire Gates, Fences and Fencing
Adams Steel & Wire Works, Joliet, Ill.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.

Wire Goods Manufacturers.
J. E. Bolles Iron and WireWorks Detroit, Mich.
New Jersey Wire Cloth Co. New York, Trenton, Chicago, San Francisco.
Buffalo Wire Works Co., Buffalo N. Y.

Wire Lathing.
New Jersey Wire Cloth Co., Trenton and New York.

Wire Machinery.
F. B. Shuster Co., New Haven, Conn

Wire, Market.
Berger Bros. Co., Philadelphia.
Fuller Bros., New York.
New Jersey Wire Cloth Co., New York, Trenton, Chicago San Francisco.

Wire, Music.
Alfred Field & Co., New York

Wire Nails.
Fuller Bros. & Co., New York.

Wire Sash Cord & Attachments
Pullman Mfg. Co., Rochester, N. Y

Wire Springs.
John Chatillon & Sons, Conn. York.

Wire Straighteners.
Chandler & Farquhar, Boston.
F. B. Shuster Co., New Haven, Conn

Window Stop Adjusters.
H. B. Ives Co., New Haven, Conn.

Wire Work.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works Detroit, Mich.

Wood Boring Machines.
Ajax Mfg. Co. Pittsburgh, Pa.

Wooden Faucets.
John Sommer's Son, Newark, N. J.

Wood Fillers.
Glidden Varnish Co., Cleveland, O.

Wood Hardware Specialties.
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain, Conn.

Wrenches.
Armstrong Mfg. Co., Bridgeport Conn.
John H. Graham & Co., New York.
Hurwood Mfg. Co., Bridgeport Conn.
Hawkeye Wrench Co., Marshalltown, Iowa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Wrought Butts.
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg Co., Allegheny
Sargent & Co., New York.

Wrought Iron Goods.
W. H. Glenny & Co., Rochester, N. Y.

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Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.

Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.

Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O

Liquid Fillers.
E. E Nice, Philadelphia, Pa.

Locks and Knobs.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.

Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.

Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal.
Magnolia Metal Co., New York.

Mail Boxes.
Vermont State Co., Zanesville Ohio.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Bliss, Williams Co. Indianapolis, Ind.

Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.

Manufacturers' Agents.
John H Graham & Co., New York.
Robert Murray, New York.

Manure Forks.
American Fork and Hoe Co., Cleveland O
Geneva Tool Co., Geneva, O.

Manure Hooks.
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia.

Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.

Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Mills, Coffee and Spice.
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y

Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.

Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.

Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland O.
Sargent & Co., New York.

Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.

Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.

Nails.
Fuller Bros. & Co., New York.

Nail Sets.
John H. Graham & Co., New York.
C. E Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Needles.
Alfred Field & Co., New York.

Nettings.
I. E. Palmer, Middletown, Conn.

Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.

Numbering Machines.
Cushman & Denison, New York.

Nuts.
Columbus Bolt Works, Columbus, O.

Office Railings.
J. & E. Bolles Iron and Wire Works, Detroit, Mich.

Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans (Safety)
Vermont State Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

Oil Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.

Ornamental Iron Work.
The Wm Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.

Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.

Packing, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks.
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints.
Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.
Geo. W. Pitkin Co., Chicago, Ill.

Paint Specialties.
Adams & Elting Co., Chicago, Ill.

Paper Clips.
Cushman & Denison, New York

Patents.
Davis & Davis, New York.
H. B Willson & Co., Washington D. C.

Pencils.
Joseph Dixon Crucible Co., Jersey City, N J

Perforated Metals.
Edwin B. Stimpson & Son, New York.

Pipe Cutters.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.
Walworth Manufacturing Co., Boston, Mass.

Pipe Fittings.
Walworth Mfg. Co., Boston, Mass.

Pipe Straps.
Berger Bros. Co., Philadelphia.
Walworth Manufacturing Co., Boston Mass.

Pipe Threading Machines.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston, Mass.

Pipe Vises.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Manufacturing Co., Boston, Mass

Pipe, Wrought.
Walworth Mfg. Co., Boston, Mass.

Pistols.
Harrington & Richardson Arms Co., Worcester Mass
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes.
C. E Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.

Planters' Hoes.
Geneva Tool Co., Geneva, O.

Plated Ware.
Luther Boardman & Son, East Haddam Conn.
Alfred Field & Co., New York.

Plates, Machinery.
Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers.
Hurwood Mfg. Co., Bridgeport, Conn.

Pliers, Fencing.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
Wm. Schollhorn Co., New Haven, Conn.

Plumbers' Supplies.
Berger Bros. Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery.
John Chatillon & Sons, New York.
Alfred Field & Co., New York.

Pokers (Alaska).
Troy Nickel Works, Albany, N. Y.

Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.

Polishes, Liquid.
Geo W Huffman, Indianapolis, Ind and New York

Polishes, Paste.
Geo W. Huffman, Indianapolis, Ind. and New York.

Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers.
John H Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Potato Hooks
American Fork and Hoe Co., Cleveland. O.
Geneva Tool Co., Geneva, O.

Poultry Netting.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Power Pumps.
The Deming Co., Salem, Ohio.

Pruning Shears.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting.
F. E. Myers & Bro. Ashland, Ohio.

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

Pumps.
F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H H. Mayhew Co., Shelburne Falls, Mass
The Deming Co., Salem, Ohio.

Punches, Spring.
Alfred Field & Co., New York.
Wm. Schollhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates.
Champion Safety Lock Co., Geneva, O.

Quick Shifts
Fernald Mfg. Co., North East, Pa.

Railings, Wire and Iron
The Wm. Bayley Co., Springfield, O.
J. E Bolles Iron and Wire Works, Detroit, Mich.

Rail, Barn Door.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
M. V. Richards, Land & Ind. Agt., Southern Ry., Washington, D. C.

Raisin Seeders.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell Co., Antrim, N. H.

Rakes.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York.

Razors.
Alfred Field & Co., New York.
Fox Cutlery Co., Canandaigua, N. Y.
Joseph Rodgers & Sons, New York and Sheffield England.

Razor Grindstones.
Pike Mfg. Co. Pike, N. H.

Razors, Safety.
Kampfe Brothers, New York.
Gem Cutlery Co. New York.

Reamers.
C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

Refrigerators.
Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co., Fond du Lac, Wis.

Registers, Warm Air.
Berger Bros. Co., Philadelphia

Revolvers.
Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

Rifflers.
The H. H Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets.
Berger Bros. Co., Philadelphia.
C. C. & E. P. Townsend, New Brighton, Pa.

Riveting Machines.
F. B. Shuster Co., New Haven, Conn.

Roasters and Bakers.
The Bronson Walton Co., Cleveland, O.

Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
Columbus Bolt Works, Columbus, O.

Roofing, Asbestos.
Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel.
Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies.
American Steel Roofing Co., Middletown, Ohio.
Berger Bros. Co., Philadelphia.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Cement, Elastic.
Stowell Mfg. Co., Jersey City, N. J.

Rubber Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Rules.
Alfred Field & Co., New York.
Stanley Rule and Level Co., New York.
L. S. Starrett Co., Athol, Mass.

Rules, Steel.
Keuffel & Esser, New York, N. Y.

Sad Irons.
Blacklock Foundry, South Pittsburgh, Tenn.
Enterprise Mfg. Co. of Pa., Philadelphia.

Sad Iron Handles.
Enterprise Mfg. Co. of Pa. Phila., Pa
Fanner Mfg. Co., Cleveland, Ohio.

Sand and Emery Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Scale Balances, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments.
Pullman Mfg. Co., Rochester, N. Y.

Sash Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners.
Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments
Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Sargent & Co., New York.

Saws.
Henry Disston & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York.
Sargent & Co., New York
L. S. Starrett Co., Athol, Mass.

Saws, Butchers'.
John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Charles Morrill, New York.

Saw Tools.
C. E Jennings & Co., New York.

Scales.
American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Screen Doors.
A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co., Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
The Ducharmes Co., Shelburne Falls Mass.
John H. Graham & Co., New York.
Hurwood Mfg. Co., Bridgeport, Conn.
C. F. Jennings & Co., New York.
C. J. Kimball Co., Bennington, N. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.

Screw Plates.
Alfred Field & Co., New York.
Walworth Mfg. Co., Boston, Mass.

Scythes and Grass Hooks.
Alfred Field & Co., New York.

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Scythe Rifles.
Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush.
Geneva Tool Co., Geneva, O.

Scythe Stones.
Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers.
Goodell Co., Antrim, N. H.

Sectional Shelving.
J. D. Warren Mfg. Co., Chicago.

Seals.
Schwerdtle Stamp Co., Bridgeport Conn.

Separators (Cream)
Smith Bros. Mfg. Co., Indianapolis, Ind.

Sewing Machines.
New Home Sewing Machine Co. Orange, Mass., and New York City

Sharpening Machines.
John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

Shears and Scissors.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

Sheep Shearing Machines.
American Shearer Mfg. Co., Nashua, N. H.

Shelf Brackets.
Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools
L. & I. J. White Co., Buffalo, N. Y.

Shipping Tags
American Mfg Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.

Shoe Polishes.
C. L. Hathaway & Sons, Inc., Boston, Mass.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Sidewalk Chisels.
Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

Silver Ware.
Luther Boardman & Son, East Haddam Conn.

Sinkers, Ringed and Adjustable.
Enterprise Mfg. Co., Akron, Ohio.

Sink Strainers.
F. H. & E. B. Vrooman, Chicago, Ill.

Sinks, Cast Iron.
Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

Slaw Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

Soapstone Foot Warmers.
Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

Solder.
Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

Spoons (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.

Spray Pumps.
The Deming Co., Salem, Ohio.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Springs, Wire.
John Chatillon & Sons, New York.

Squares, Steel.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.

Stable and Foundry Pails.
Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Crook & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Crook & Carrier Mfg. Co., Elmira, N. Y.
Johnil. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

Steamfitters' Supplies.
Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.
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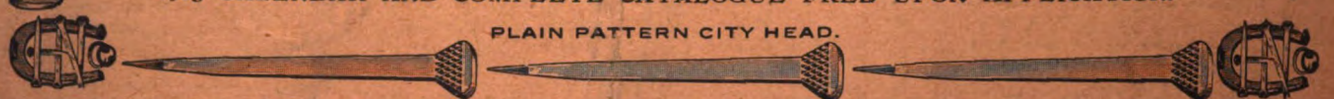
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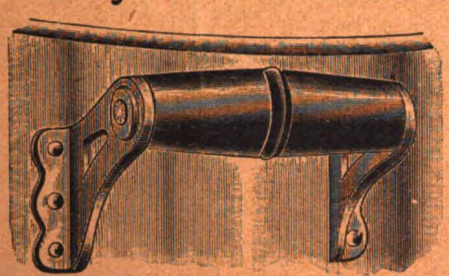
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EVEN our competitors admit it and flatter us by copying. Our ambition has been to see that only the best of material suited to the requirements entered into its construction, and that when completed it would be strong, durable and able to bear hard usage. **For this reason the tanks are made of heavy galvanized iron.** Any mechanic knows that it will stand, without injury, usage that would destroy tin or brass tanks, and that it is also easier to repair when damaged. **Our catalog is free. It tells many other reasons why our fire pots are the best on earth.** Jobbers supply at factory price.

CLAYTON & LAMBERT MFG. CO.

DETROIT, MICH., U. S. A.



LANE'S

AUTOMATIC

Tackle Blocks.

Roller Bushed,
Steel Case,
Galvanized.

Fourty-three sizes in stock. Others to order.

Manufactured by

Lane Brothers Co.,

429-461 Prospect St., POUGHKEEPSIE, N. Y.



NOTHING BETTER

NILES

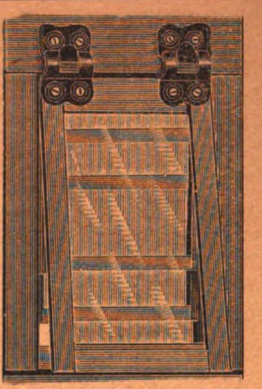
SPRING HINGE AND PIVOT.

WRITE FOR PRICES.

NILES MFG. CO.,

14-16 N. Canal St.,

CHICAGO.



FULL-LENGTH WINDOW SCREENS

keep out all the flies and protect the windows. Screens attached with

GOSSETT'S
Detachable Suspension
HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by hardware and lumber dealers.

MANUFACTURED BY

F. D. KEES,

BEATRICE. NEBRASKA

OUR GUARANTEE

We guarantee Pitkin's Barn Paint to wear well at least

FIVE YEARS

When properly applied on a good surface. If it does not prove to be exactly as represented by us, we hereby agree to furnish paint to repaint free of charge.

On a 50-gal. Assortment

Consisting of { 20 1-gal. Cans and 6 5-gal. Cans.

we will make you a special discount and allow freight.

On a 100-gal. Assortment

Consisting of { 20 1-gal. Cans and 16 5-gal. Cans.

we will make you an extra discount and allow freight.

We make a straight price for these assortments. You do not have to buy more than these amounts n order to get the price.

If you are interested in getting the best BARN PAINT on the market, and the best advertised, at an extremely low price, write to us for our proposition.



GEO. W. PITKIN CO., PAINT AND COLOR MAKERS

CHICAGO

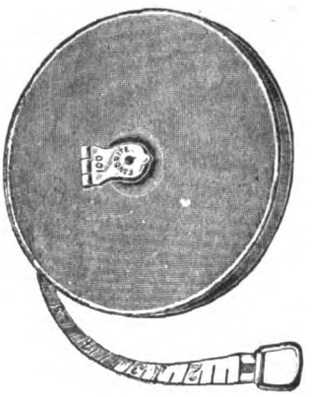
The Paint That Wont Come Off

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KEUFFEL & ESSER CO.

127 FULTON STR., NEW YORK.

BRANCHES: Chicago, 111 Madison Str. — St. Louis, 708 Locust Str. — San Francisco. 303 Montgomery Str.



MEASURING TAPES.

We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.

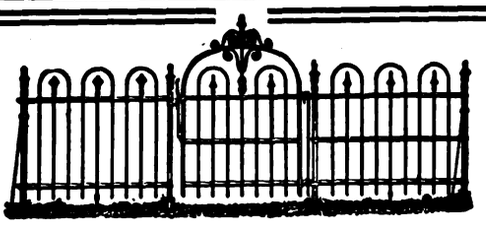
That

Stewart's Fence

Is far ahead of the ordinary kind is easily proven. It is only necessary to call the attention of the prospective purchaser to our

Patent Adjustable Steel and **Malleable Iron Foundation Base** and the **Patented Steel Rail.**

These features add strength and durability, ease of adjustment and security against breakage that can be obtained in no other way.



Hardware dealers make big profits selling our lines.

Ask for Catalogue No. 26

THE STEWART IRON WORKS COMPANY

We Want Agents

We want one Hardware Dealer in each town to handle our Fence, and as well our line of Iron Settees, Flower Vases, Tree Guards, Stall Guards, &c.

OFFICE AND FACTORY

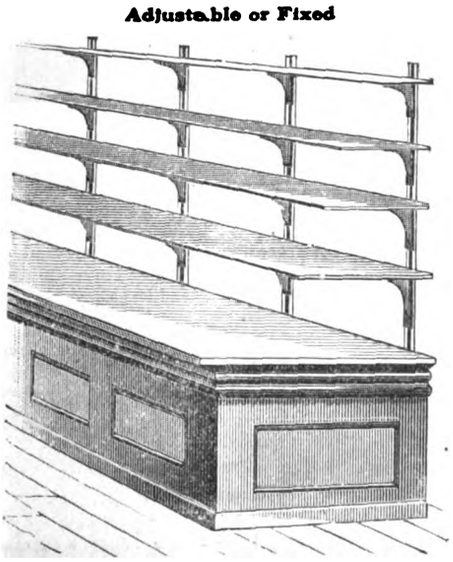
Cincinnati, O.

Increase Your Shelf Capacity

Without enlarging your building by using

BAINES SHELF BRACKETS

Adjustable or Fixed



Made in Cast Iron, Japanned Black and will hold **any weight that can be placed upon the shelves.**

Our Catalogue "H" is for Hardwaremen; it will tell you just how to estimate the number of brackets required and much other interesting information.

PIQUA BRACKET CO., Piqua, O.



¶ Have you placed your order for ***WATER COOLERS*** and ***FILTERS*** for the coming season? If not, then write for a Catalogue to

The Buffalo Mfg. Co. Buffalo New York.

BRANCH OFFICES:

18 Warren Street, - - - New York,
238 Arch Street, - - - Philadelphia,
40 Dearborn Street, - - - Chicago,
312 Kittridge Bldg., - - Denver, Colo.
34 Stewart Street, - - San Francisco.

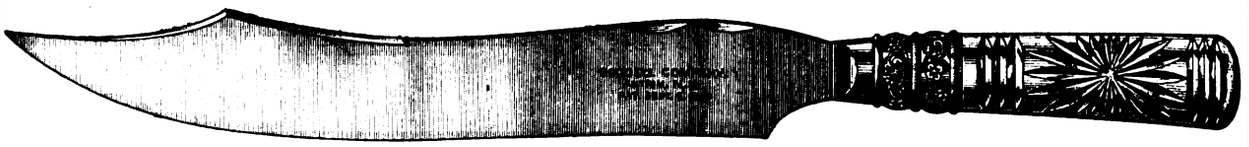
Manufacturers of

Water Coolers, Water Filters, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors, Bath Room Fixtures, etc.

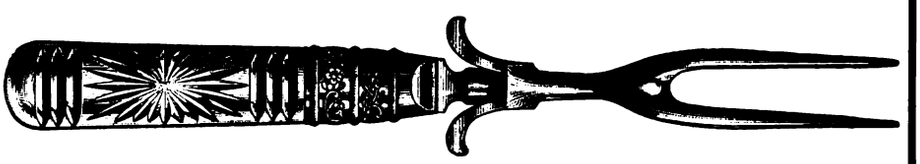
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CUT GLASS CARVERS

ONE ITEM OF A BEAUTIFUL NEW LINE.



After thoroughly testing for over a year we have put upon the market a line of



ABSOLUTELY NEW GOODS. Table Knives and Forks, Butter Knives, Carving Sets, etc., with **VITRICENE** (Glass) **HANDLES** in Plain Crystal, Cut, Opal and Black. These goods are New, Clean, Handsome, Durable and Inexpensive. Send for Prices and Full Particulars.

N. Y. OFFICE: 10 Warren St. **GOODELL COMPANY,** **106 Main St., Antrim, N.H.**

The **AJAX SELF WITHDRAWING WOOD BORING MACHINE**



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,

Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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78 YEARS. ESTABLISHED 1825. 78 YEARS.

CELEBRATED **HEINISCH** SHEARS,

ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.

R. HEINISCH'S SONS CO.,

F. A. VORDERMEIER, NEW YORK MANAGER.

155 CHAMBERS ST. MAIN OFFICE AND FACTORY, NEWARK, N. J.

IF you're after a line of Silver Ware as good as Solid Silver, and better than Plated Ware, and more profitable than either, try our

Solid Electric Silver Spoons-Knives-Forks



IN such perfect proportions are the white hard metals in our Solid Electric Silver Ware united that they approach the nearest to being a

Perfect Substitute

for

Solid Silver

Far better than any plated ware on the market.

IT

ALWAYS RETAINS its BRIGHT and silver like APPEARANCE. Will never tarnish nor change color.

Try them and you will always buy them.

We guarantee satisfaction.

Don't you want our latest catalogue? Its the matter of a postal. Send it to-day.

M. S. BENEDICT MFG. CO.

Main Office and Works:

E. SYRACUSE, N. Y.

409 Broadway, N. Y. 109-111 Wabash Ave., Chicago, Ill.

The Yachtsman



All That's Latest and Best

has been wrought into the "**Yachtsman.**" It measures 10½ inches over all. Blade is of fine steel, hand-forged.

The best knife for use on small craft of any kind.

Our name stamped on blade insures best quality.

We manufacture Pocket Cutlery exclusively and enjoy a reputation for good goods at fair prices.

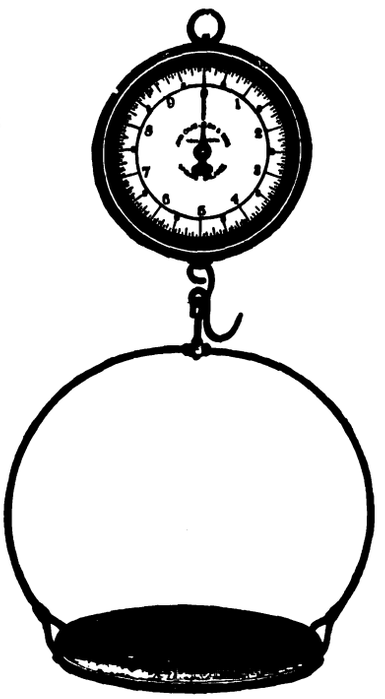
THE THOMASTON KNIFE CO.

THOMASTON, CONN.

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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chattillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

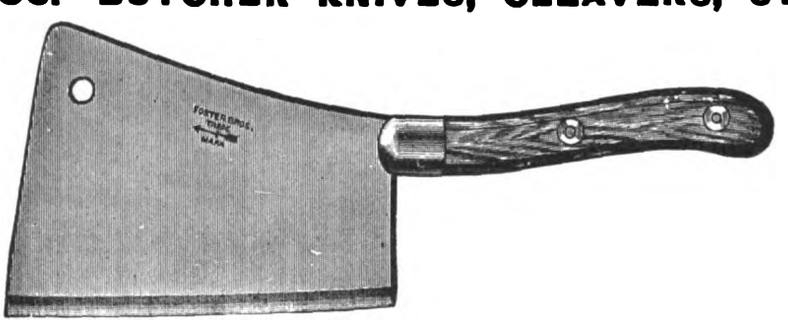


has our name as makers plainly on the dial, thus:

John Chatillon & Sons. Makers. New York. U.S.A.

and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.

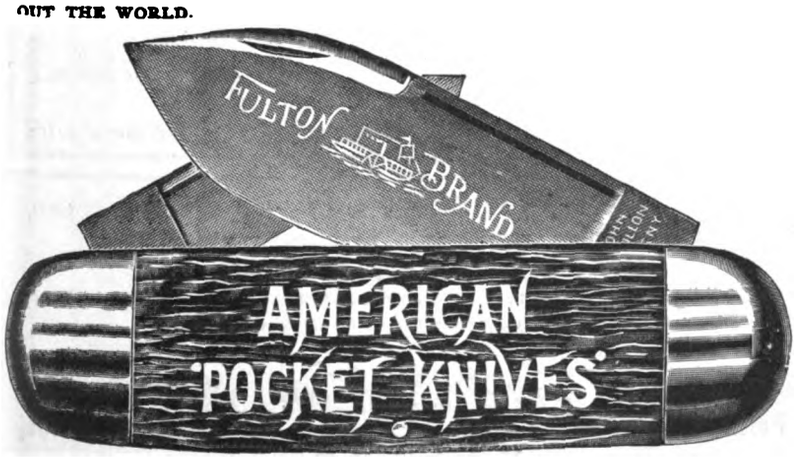


These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



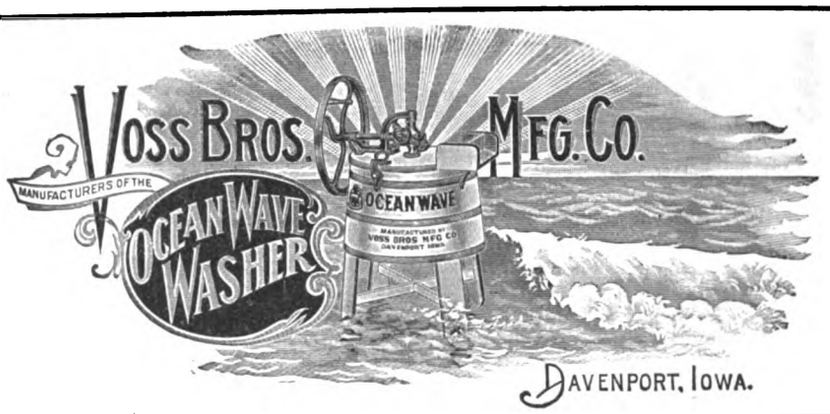
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.

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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

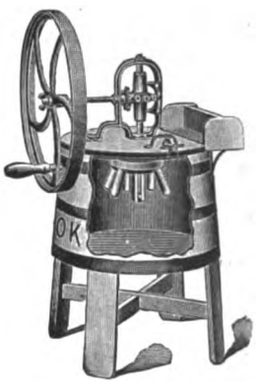
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



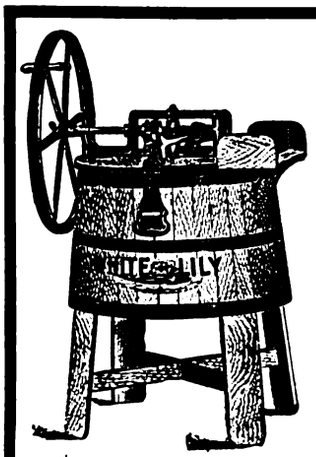
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. **Everyone sold sells another.**

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



BUILT RIGHT
WATER TIGHT
OUT O'SIGHT

"White Lily Washers Wash Lily White."
'Nuff Said.

Drop us a card.

WHITE LILY WASHER CO.

Toledo, Ohio. Davenport, Iowa.

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

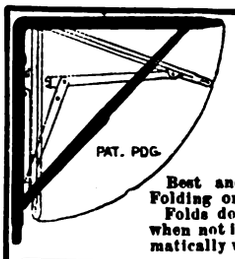
NEWARK, N. J.

DUMB WAITERS

ELEVATORS & DUMB W

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry St., Philadelphia, Pa.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.

GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.



BLICK No. 3 THE BEST Rural Free Delivery Box

Made of Heavy Galvanized Steel.
Painted with Aluminum.
Positive Locking Flag Signal.
Automatic Spring Latch.
It is a big one—6½x8½x19 inches.
It will Get the Business.
You Better Get It.
Box and Price Right—$5.88 per dozen.
Better Order Now.

BLICK-WILLIAMS CO., Indianapolis, Ind

AGENCY JOSEPH RODGERS & SONS, Ltd.

FOR CENTURIES THE WORLD RENOWNED HOUSE

JOSEPH RODGERS & SONS,

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

ALFRED FIELD & CO.

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A KNOCKDOWN ARGUMENT

on the Endurance, Stability, and other good qualities of

The Blackstone Rotary Washer

is found in the great hit it has made—the great number of them sold to thrifty housewives who usually can tell at a glance a good washer from one not as good.

Hits the dealer just right, too.



A Washer, like The Blackstone Rotary, is a steady business bringer.

Display it—point out its qualities,—the sale is made.

Give The Blackstone a trial. Circulars and catalogue on request, with prices.

WORKS FOR YOUR POCKET ALL THE TIME.

The Blackstone Mfg. Co.,

Jamestown, N. Y.

If the United States would place to-day an order for WOODEN warships, the world would ridicule us . . . . . .



PARAGON WASHER

P. S. Summer resorts are now equipping their laundries. Every proprietor of a hostelry is sure to buy a Paragon, Hotel size. Dealers, make the profits!

The dealer who handles *wooden* washers shows an awful lack of progressive spirit.

SPAIN has quite a few old *wooden* tugs, cheap and for sale; unfortunately she had not all of her stock at Manila.

Mr. Dealer! How many of those *wooden* washers that you bought before the Spanish War, are still decorating your store?

DO AS DEWEY DID!

And then put in a fresh stock of *Metal Paragon Washers.*

You can safely place them near the entrance *to-day;* because *to-morrow* they will go to their future home, and act as a *free advertisement* for your store.

The PARAGON is made on the same principle (revolving cylinder) as the large power machines you see in every steam laundry and hospital.

Do you know now *why* and *how* the PARAGON does the work?

Compare the *appearance* of the PARAGON to any of the clumsy, complicated, greasy, antiquated wooden "washers (?)," and you have found the reason why you have never made a success of washing machines.

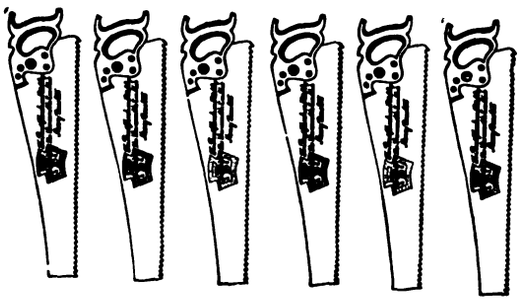
Experts predict for the PARAGON a larger commercial success than that of the Singer Sewing Machine. Dealers will find it to their advantage to come in on the ground floor now, before the agency for their city goes to a competitor.

EMIL R. BECKERT, **1175 3rd Avenue, New York**

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

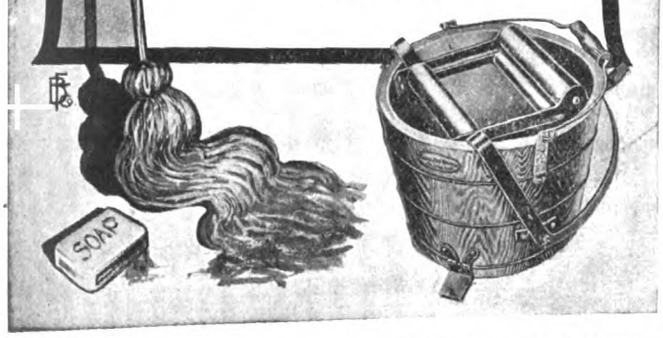
EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

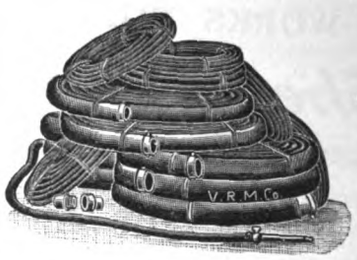
With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhees Rubber Mfg. Co.
Jersey City, N. J.



Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

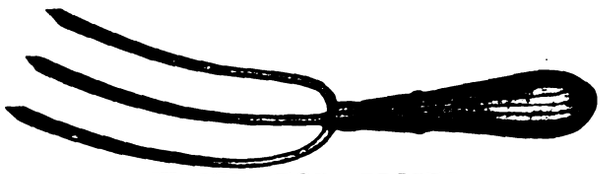
Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE • • •
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



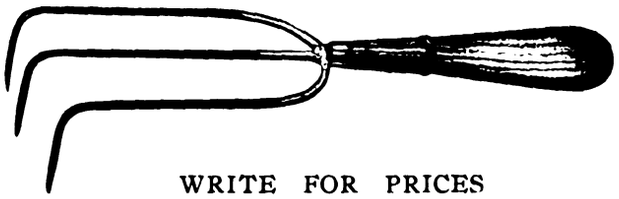
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GEM HAND SPADE
SOLID STEEL, NO. G.



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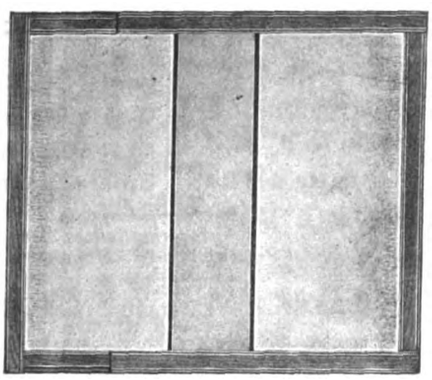
EUREKA STEEL WEEDER
NO. E.



WRITE FOR PRICES

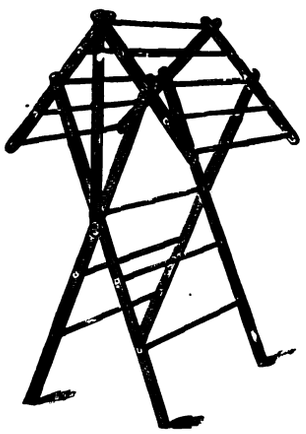
AMERICAN FORK AND HOE CO.,
CLEVELAND, OHIO.

THE SCREEN DOOR AND WINDOW SCREEN SITUATION



The New "Air Line" Window Screen is rapidly making a place for itself. You should have a sample lot this season. You will buy them for your main stock next **season.**

The "Flyer" Window Screen still holds its own. Its continued popularity and large sales have been a matter of great satisfaction to us. "A good name" &c.



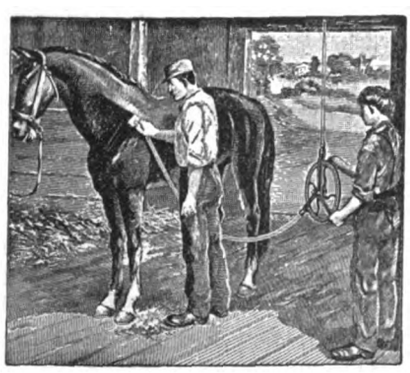
Screen Doors. You probably will never again buy them as cheaply as now. Advancing lumber and wire cloth forbid, but price should not be considered alone. Manufacturers are human and will try to "save themselves," unless perhaps they have a reputation to maintain, but as a rule, a cut price brings you an article that **you cannot sell at a profit.** You must sell it for what it is and for what it will bring. Quality shrinks faster than price---**always.**

Your Housefurnishing Department

is not complete without clothes racks. Let us send you prices on our old line and illustrations of our new line. We have a number of good selling articles for housefurnishing departments.

THE A. J. PHILLIPS CO., Fenton, Mich.

9 Acres Land, 3½ Acres Floors, 24 Years Experience.



20TH CENTURY CLIPPER.

SEASONABLE GOODS

20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)

The 1902 Chicago Clipper, List $10.75

and the

1904 Stewart Sheep Shearing Machine,
List $12.75

They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.



1904 STEWART SHEARING MACHINE.

Chicago Flexible Shaft Co., 106 La Salle Ave., CHICAGO.

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The Whole World Uses Graphite

The Hardware Trade Finds Profit in These DIXON Productions

Dixon's Silica—Graphite Paint
Dixon's Lubricating Graphites
Dixon's Graphite Greases
Dixon's Automobile Lubricants
Dixon's Carpenters' Pencils, Etc.

Write For Dixon's Production Catalogue

JOSEPH DIXON CRUCIBLE CO. JERSEY CITY, N. J.



CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c. Descriptive Circular and Prices, address,
JOHN VAN BENSCHOTEN,
14-20 Catharine St. POUGHKEEPSIE, N. Y.

You take no risk on the quality.
We make only the best.



Sand Papers in **Reams and Rolls**
- Flint Paper
- Garnet Paper
- Emery Paper
- Emery Cloth

HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

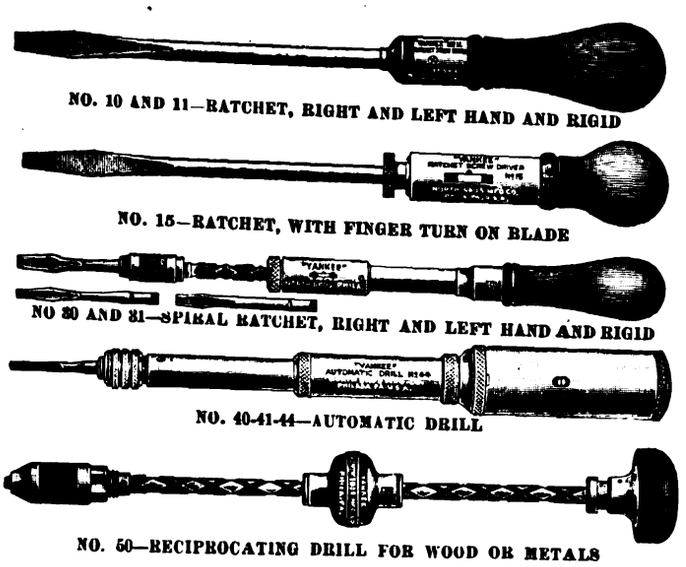
BAEDER, ADAMSON & Co.
780 Market Street, Philadelphia.
67 Beekman Street, New York.
143 Milk Street, Boston.
102 Lake Street, Chicago.

"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

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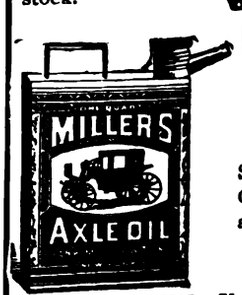
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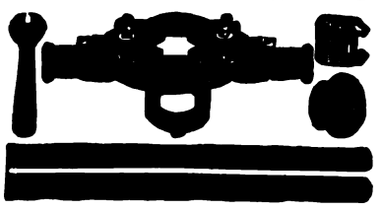
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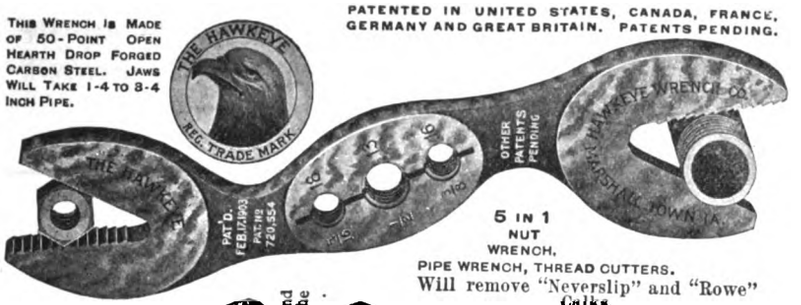
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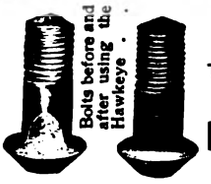
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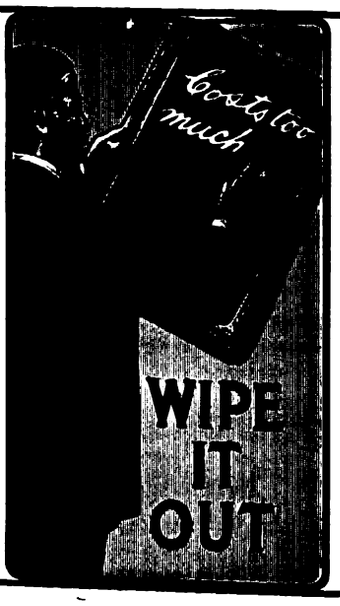
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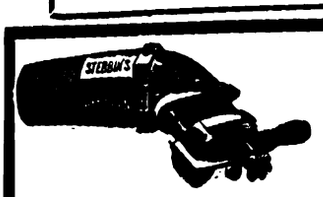
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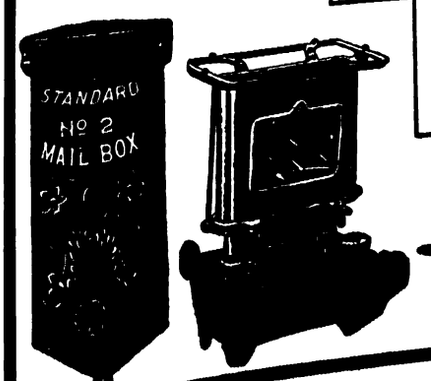


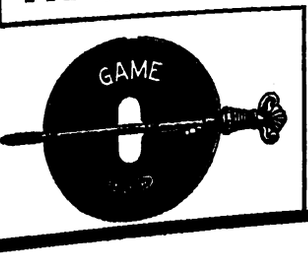
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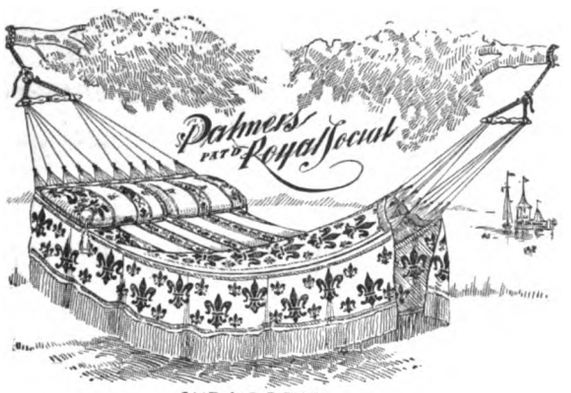
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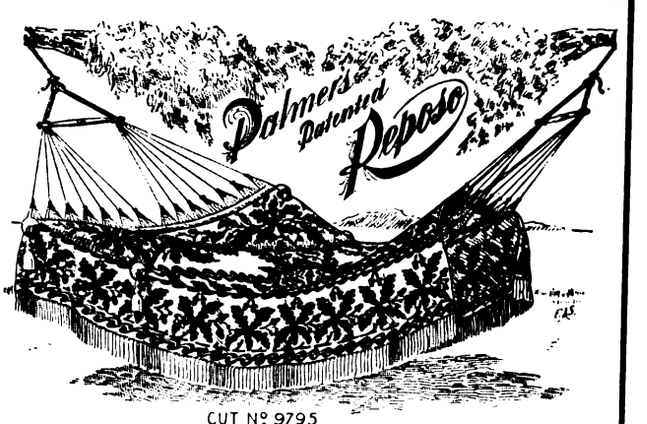
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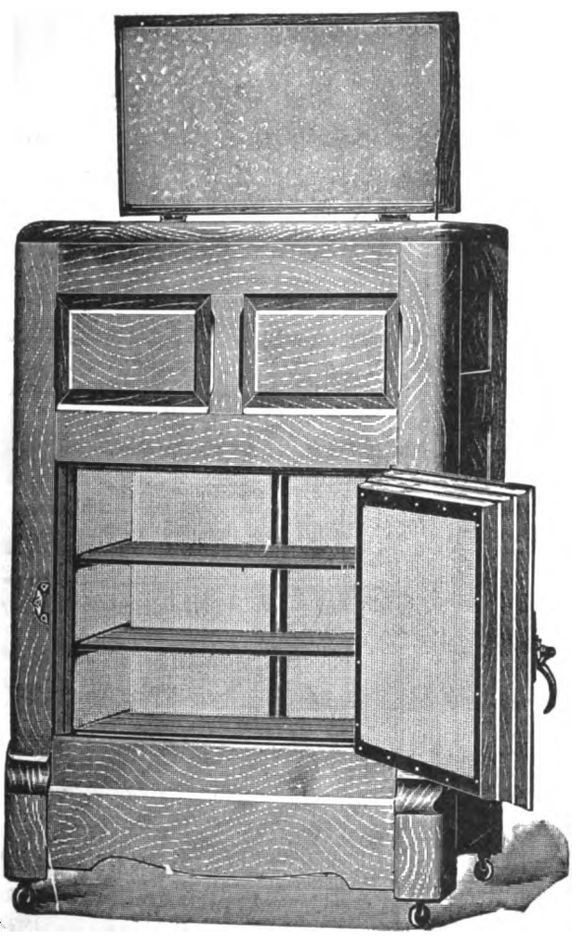
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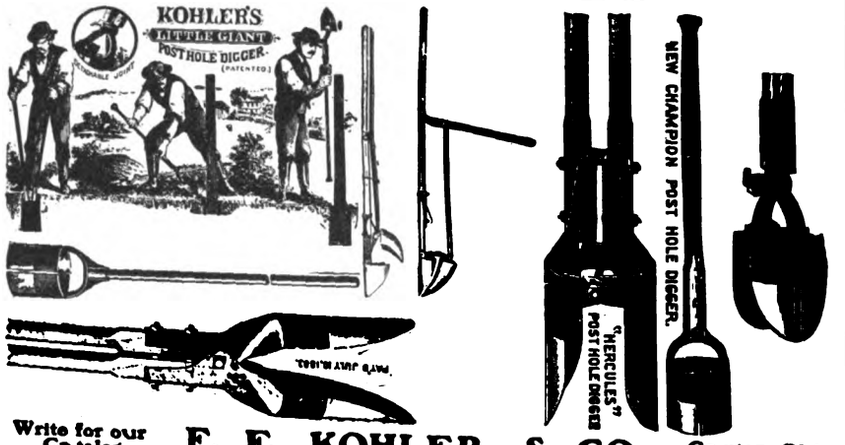
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That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off Its Feet.*

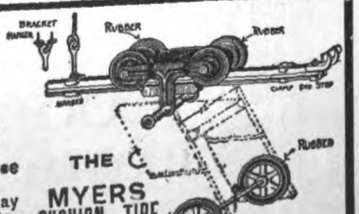


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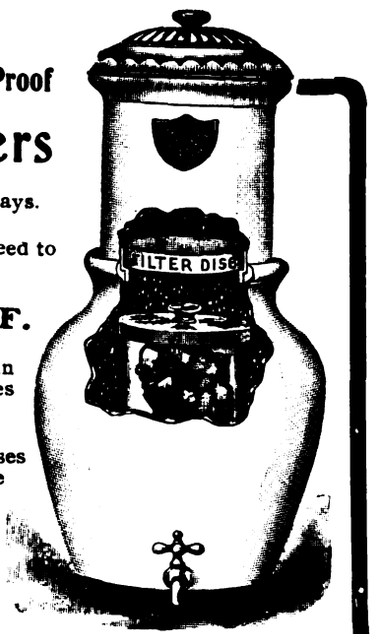
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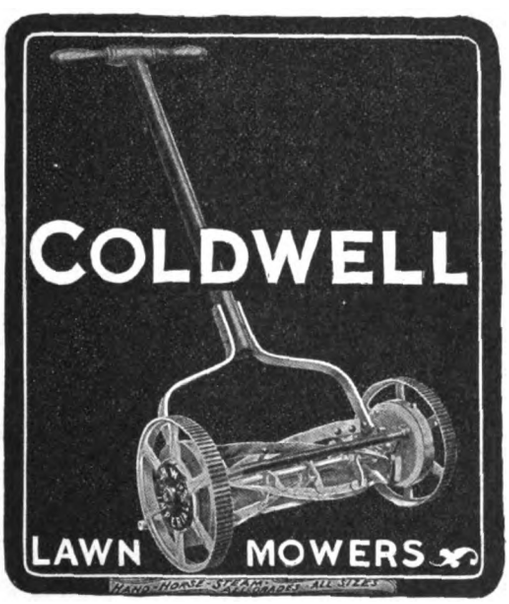
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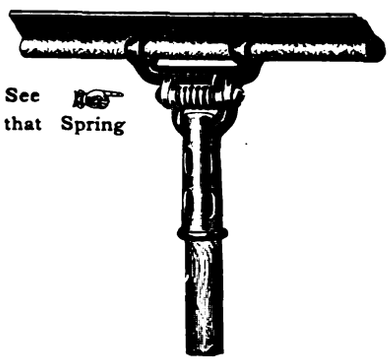
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that's how a window looks, and is, when cleaned with the



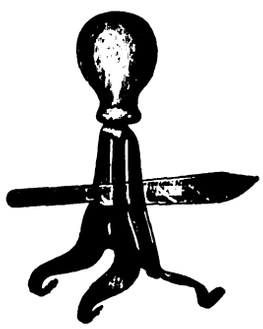
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HARD OIL FINISH

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Produced by the same careful system that has made

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The recognized standard everywhere.

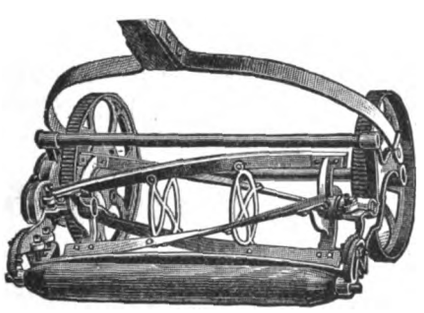
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For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.



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SASH CHAINS.

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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.



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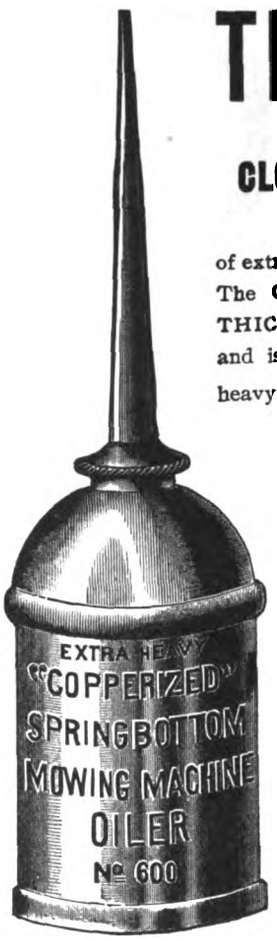
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The Bayley Hand Corn Shellers

will handle any size or shaped ear and shell them clean. Your customers want such dependable machines.

We also make Iron Fencing, Gates, Railings, etc.

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Cheswick Manufacturing Company announce their removal to their new plant at Canton, Ohio, on account of the recent fire which completely destroyed the Cheswick plant. It is their intention to continue the manufacture of all their different lines on enlarged and improved plans. Their new plant is the most modernly equipped of any plant in the country for their line of business, and is large enough to enable them to carry a large stock of goods on hand at all times which will enable them to make more prompt shipments than they have been able to do in the past.

✤

Estate of P. D. Beckwith, Dowagiac, Mich., manufacturer of the Round Oak line of Stoves, Ranges and Furnaces, in a handsome folder announces that it will be represented at the annual meeting of the New York State Association of Retail Hardware Dealers next week at the Hotel Iroquois, Buffalo, by C. B. Harris and A. E. Rudolphi.

✤

The annual meeting of the Hardware Club of New York will be held at their rooms in the Postal Telegraph Building, 253 Broadway, New York, on Saturday, March 18th, 1905, at 12.30 P. M., for the election of five governors to serve for three years, and the transaction of such business as may come before the meeting. Polls open from 12.30 P. M. to 1.30 P. M.

✤

W. H. Cole, formerly of the firm of Tower & Lyon, has formed a partnership with T. Addison Bell under the name of Bell & Cole at 52 Broadway, New York. They intend giving their attention to the buying, selling and leasing real estate, manage estates, appraise property and incorporate companies, finance industries and meritorious patents, etc.

✤

The Progressive Mfg. Company, Torrington, Conn., has recently purchased from the Bridgeport Gun Implement Company, Bridgeport, Conn., the Forstner Brace and Machine Bit business, including machinery, stock, manufactured parts, good will, etc. The Progressive Company is now manufacturing these Bits at its factory at Torrington, where all requests for prices, etc., should be addressed.

✤

By the records of the Weather Bureau at New York the winter which ended midnight Tuesday was the coldest but one since the Weather Bureau was established. In the three months of the winter 1903-4 the mean temperature was 26.4, the coldest on record—that is, in thirty-four years. This winter, for the three months the mean temperature has been 26.8. In the same period this winter the snowfall has been 53.3 inches for December, January and February, while for the corresponding period last year the snowfall was 28.5

✤

Lyon, Conklin & Co., Baltimore, Md., have just taken possession of their new and commodious warehouses, 13, 15, 17 and 19 Balderston Street, between Charles and Light. These premises put the firm in a better position than ever before to serve their customers.

✤

The annual statement of operations of the International Smokeless Powder Company for the fiscal year ended December 31 1904, showed that the net earnings for the twelve months were $615,000. This compares with earnings of about $450,000 the previous year. Three members of the du Pont Company were added to the board of directors, which now comprises W. W. Gibbs, George S. Graham, Henry C. Watts, Carl D. Bradley, E. G. Buckner, H. F. Baldwin, T. Coleman du Pont, P. S. du Pont, Alexsis I. du Pont.

✤

H. Berkele, 29 Murray Street, New York, has been appointed city salesman by the Geneva Cutlery Company, Geneva, N. Y., for the marketing in this territory of its Razor product. The company manufactures a complete line of full-concave, three-quarter and one-half concave sizes in ¾, ⅝ and ½ inch blades, which are hand forged from Kayser, Ellison & Co.'s Sheffield steel and fully warranted. A large line is made, covering a great variety of styles and finishes.

PAINT PLANTS CONSOLIDATED.

One of the most important consolidations of manufacturing interests that has ever taken place in Cleveland was effected recently when two of the city's biggest paint and varnish makers, the Billings-Chapin Company and A. B. McNairy & Co., joined forces.

Negotiations have been completed and preliminary steps taken to operate one of the largest plants in that city. The Billings-Chapin Company, which has been rapidly forging to the front within the past few years, has taken the initial steps in all the proceedings and will have active control of the new plant.

The Billings-Chapin Company's plant, which is located on Case Avenue, near the lake, and the McNairy plant on Scranton Avenue, will be operated separately, owing to the fact that both factories are being run to the limit of their capacity. The consolidation of these two houses came as a big surprise to the business interests and was the subject of much discussion. On every hand was heard the expression that the merger will be of great benefit to Cleveland in view of the fact that, with increased facilities and with such progressive, well-known men back of it, the two houses will bring considerably more business into the city.

CANADIAN FAIRBANKS CO. LIMITED.

Henry J. Fuller has purchased the business of the Fairbanks Company in Canada, says the *Montreal Gazette*, and as soon as the frost is out of the ground the new Canadian Fairbanks Company, Limited, as it is called, will build a large plant in Montreal, for the manufacture of the Fairbanks standard scales and all the other machinery and railway and mill supplies, which have heretofore been imported. Mr. Fuller said recently that the site of the new factory had not yet been selected, but that it would be of a capacity to employ about 300 men. The Fairbanks Company, which has operated in Canada for six years under Mr. Fuller's management, did not see their way to manufacture in the Dominion, so Mr. Fuller bought the business in order to reorganize it as a Canadian institution. It will be conducted from March 15, as the Canadian Fairbanks Company, Limited, with Mr. Fuller as president and treasurer. The purchase includes all the selling agencies of the Fairbanks Company, their contracts, organization and warehouse stocks in Montreal, Toronto, Winnipeg and Vancouver. The Montreal warehouse will be removed to 444-446 St. James Street, on May 1, but the old quarters on Craig Street will be retained for the present to meet the increased business.

THE NEW ENGLAND HARDWARE DEALERS' ASSOCIATION.

The New England Hardware Dealers' Association will hold a convention at Boston on March 15 and 16 with headquarters at Hotel Vendome. The programme of March 15 will include luncheon and meeting of the Executive Committee at noon; members meeting commencing at 1.30, which will include the nomination and election of officers, reports of the secretary and treasurer and transaction of other business as shall properly come before the meeting.

A "smoke talk" will be held at 4.00, which will be attended by Hardwaremen of all branches, manufacturers, jobbers and retailers. During this session, the opening of the Question Box will be a feature.

At 6.30 to 7.00 a Ladies' Night Reception will be held to be followed by a banquet at 7.00.

The programme for the 16th of March will include morning visit of members and guests to the annual show of the Boston Automobile and Motor Boat Show at Mechanics' Building; and the afternoon will be devoted to social affairs of various detail.

The Board of Directors have published an elaborate convention bulletin in advance of the convention which includes a number of editorial articles by prominent persons among trade lines, also convention details and advertisements.

The guests of the convention will include Atty.-Gen. Herbert Parker, of Massachusetts; Rev. James Ells, of Boston; Geo. W. Corbin, of Corbin Cabinet Lock Co.; President Charles E. Adams, of the Massachusetts State Board of Trade; R. R. Williams, Hardware editor of the *Iron Age*; E. H. Walcott, Secretary of the Boston Merchants' Association; President Bragg, of the N. E. Iron & Hardware Association; Secretary Hayes Robbins, of the New England Civic Federation, and others.

The State Suite which opens en suite with the reception, committee and banquet rooms, will be used as exhibition rooms, where will be shown many new goods of the Hardware line, and souvenirs, etc., distributed by the manufacturers.

On the whole, the outlook is for the "greatest ever" in the Hardware line in New England.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - 1164 Monadnock Block
C. H. GREENE, Representative

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

MARCH 10, 1905.

Editorial Trade Review

The season, so far as the manufacturers are concerned, has already commenced in good earnest. Scarcely one of them but can give a good report of the way he stands on orders with everything running in the groove of a prosperous condition of affairs; with order books in such complete harmony with his wishes it only needs further advances along the line to make him contented and his customer as near the edge of it as he dares to be.

The weather has not been of the kind of late that has been satistactory to the Hardware merchant; a mixed variety meeting the view of the average buyer. The Retailers have finished their convention proceedings to a large extent; the bright and shining lights in the trade have disported their ideas before vast assemblages; proved their right to live and do business, catalogue houses to the contrary notwithstanding. Great inroads have been made upon the trade of these arch enemies of the legitimate dealer, and from all these Hardware gatherings the tocsin of war to the death has sounded, and the ways and means of how to throttle this one trouble of the trade has been shown by wise measures and undoubted grit.

Matters in that line do not look so hopeless in that quarter as they did a year ago, and the Manufacturer finds his friends the Jobbers, must be backed up by a refusal to furnish the Catalogue Houses with the sinews of war which will build them up at the fearfnl expense of sacrificing the Jobbers' best customers, the retail trade, thus finding their occupation gone.

The retail trade is also waking up to the fact that they arc assuming the importance of an industry. They are getting up to date fairly well, and find that the old fashioned scale of profits must be modified. They have been asleep in too many instances and by their inaction in important particulars have found the department stores stealing away from them all the smaller things in the business on which they had relied for a profit; and the catalogue houses, by their manner of advertising, have stirred up the larger items of the industry, but thank Heaven, they have learned that "eternal vigilance is the price of liberty," and by concert of action and organized effort they will now be heard fiom in a manner not to be mistaken.

In regard to the general market in which all are interested it remains remarkably steady; manufacturers are opposed to the policy of making advances that cannot be sustained, and so forbear doing so unless forced to by continued changes in the prices of raw material. They dont want their patrons to think they are aggressive "only for fun."

With all the complaints of a hesitating trade on the part of the retailer, when comparisons are made with sales a year ago, they are very much encouraged to find them ahead in volume in many cases. We have had a very hard winter with an unusual amount of snow, and the opportunities to add to stock have not been so prevalent among the retailers as it will be this month.

IMPORTS OF MANUFACTURERS' MATERIAL.

Manufacturers' material formed more than one-half of the total imports into the United States in the month of January, and about 46 per cent. for the seven months of the fiscal year which ends with January. The January record of imports of manufacturers' materials is exceptionally large, and shows a marked increase over January of last year. Manufacturers' materials, as classified by the Department of Commerce and Labor through its Bureau of Statistics, are divided into two groups; first, the articles in a crude condition for use in manufacturing, and, second, articles wholly or partially manufactured, for use in manufacturing. The first-mentioned group, "articles in a crude condition for use in manufacturing," shows an increase of 40 per cent. in January, 1905, over January, 1904, the total value of articles of this character imported in January, 1905, being $38,034,178, against $27,087,901 in January of last year. For the seven months ending with January an increase of about 20 per cent. is shown over the corresponding months of last year, the total for the seven months being $206,431,307, against $173,130,110 of the previous year. In the second class, "articles wholly or partially manufactured, for use in manufacturing," the increase is very slight, the amount for January, 1905, being $11,471,985, against $10,038,173 for January, 1904, while in the seven months ending with January the figures of 1905 are about half a million dollars below those of the corresponding period of 1904.

This record of January, 1905, in which manufacturers' materials actually formed more than one-half of the total entries, is a very unusual one, though the share which manufacturers' materials are forming of our imports is steadily increasing. In 1820 manufacturers' materials formed about 16.6 per cent. of the total imports; by 1850 they formed about 28.2 per cent; in 1870, a like proportion; in 1880, 37 per cent.; in 1890, 34 per cent.; in 1895, 37 per cent.; in 1900, 45 per cent.; in the fiscal year 1904, 45 per cent.; in the seven months ending with January, 1905, 45.8 per cent., and in the single month of January, 50.1 per cent.

The manufacturers of the United States, who thus imported for their own use one-half of the value of the imports into the United States during January, also contributed largely to the export record of the month, the total value of manufactures exported during the month being $40,512,915, or 33.37 per cent. of the total exports for the month. Manufactures formed but 13 per cent. of the total exports in 1850, 15 per cent. in 1870, 20 per cent. in 1890, 31.6 per cent. in 1900, 34 per cent. in the seven months ending with January, and 33 per cent. in the single month of January. Thus manufacturers are, according to these figures of the Bureau of Statistics, steadily increasing the share which their material forms in the imports and their products form in the exports of the United States. In the seven months ending with January, manufactures exported exceeded by 52 millions the total for the corresponding months of the preceding year, and in the single month of January the total exceeds that of January, 1904, by about 2 million dollars. The imports of material for use in manufacturing in the seven months ending with January exceeded those of the corresponding month of the preceding year by about 33 million dollars, and in the month of January alone exceeded those of January last by more than 12 million dollars.

Of fibers, the importations in the seven months ending with January are valued at $20,699,313, against $21,370,769 in the corresponding months of last year. Of india rubber, the imports in the seven months ending with January, 1905, are valued at $26,447,717, against $20,890,961 in the same months of last year; and of hides and skins, the imports of the seven months ending with January, 1905, are valued at $34,439,265, against $27,708,316 in the corresponding months of last year. Of tin, in pigs, bars, blocks, etc., the imports of the seven months ending with January were 43,621,612 pounds, against 39,714,841 pounds in the corresponding months of last year, while for the single month of January, 1905, the total was 6,179,983 pounds, against 4,677,339 pounds in January of last year.

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TALKS WITH RETAILERS

By AMOS

The latest batch of letters on the Catalogue House question contains views that differ widely. A merchant in Ohio writes: "In regard to Catalogue House Competition would say nothing only cutting the profits on some goods will do. If the retail Hardware merchants of the country could buy goods from the manufacturers as cheap as the Catalogue Houses then we could compete in prices."

E. S. Roe, of Buchanan, Mich., believes in the plan of "Money Back if Dissatisfied." He writes: "In reply to yours of the 14th just received, beg to say that the principal thing I do to combat Catalogue House Competition, is to handle a better class of goods than these people keep, and let my people know about it. I make it a point to keep nothing but good goods, and every sale carries my personal guarantee of quality, and if there should be any complaints, they are always satisfied, so that my trade prefer to do business with me rather than take the chances with an unknown concern. This is about my only weapon, and it works." It is a safe bet that Mr. Roe's success has been brought about by a combination of the use of printer's ink mixed with gray matter and square dealing. Josh Billings once said: "I luv a rooster for tew things—one is the krow that is in him and the other is the spurs that are on him to bak up his krow with." Truly business success is based on confidence. The confidence of the consumer that the dealer has the goods to "bak up his krow with."

Uptodateness is the keynote of the letter received from C. A. Peck, secretary of the Wisconsin Association. He writes: "Pursuant to your request of the 14th inst., we will say regarding department house competition as follows: It is our experience that the best way to meet this competition is by keeping our eyes open and making prices. We are not among those who believe that competition can be met solely by State Associations and still maintaining the old times high profit. State Associations are all right, but to our mind their main virtue lies in keeping the Hardwareman posted so that he will discard some of the old vague notions and keep abreast of the times in such a manner as will enable him to fight the department stores with their own weapons. There are a few articles still left on which good profits can be made and we advocate pushing them, especially with this idea in view and making low prices on everything which the department store has."

E. M. Austin runs a Hardware department store out in Litchfield, Ill. Yes, "Runs" is a good word judging from his recent communication in which "hustle" stands out in every line. He says: "It's by persistent advertising in the leading papers within 30 miles of us and many circulars every two or three months that makes our business show a good increase every year." Copies of several circulars came with Mr. Austin's letter. One of them, in imitation typewriter style, is for newly married couples, and after wishing them a life of happiness, invites their attention to the complete line of House Furnishings to be found at Austin's store and offers a special cash reduction on purchases made. A "go cart" letter follows later when the arrival of the "treasure" is announced. To those contemplating building a letter is sent calling attention to the fact that at Austin's can be found both materials for building and furnishing the home. Still another letter is for new residents and is a cordial invitation to call and get acquainted.

The Leggett-Wisda Hardware Company of Ord, Neb., recently sent out to their mailing list a circular the introduction to which was as follows:

To our Friends and Customers:

We have a few words to say in regard to price and quality of goods. There are a great many people who are sending at the present time, or have sent in the past, their money away from home for goods, and in many instances have paid more than they would have paid at home for the same goods. No doubt there are some things which can be bought of the catalogue houses cheaper than the home dealer can really afford to sell them, but in the great majority of cases the buyer gets a cheaper article than he thinks he is going to get. He has sent the money in advance, however, and so keeps the article and says nothing rather than go to the trouble and expense of getting it exchanged. In many cases our goods are marked less than the same goods in the catalogue, and in all cases we will gladly meet the catalogue price on the same quality of goods if we have the chance. Friends, if you are patronizing the catalogue house, bring in your book, and let us compare prices, and we will surely be able to sell you goods in the future. Our interests are your own interests and your interests are surely our interests.

Another circular recently sent out by the Leggett-Wishda Company contains a list of over 60 people who have purchased the steel range handled by this firm.

I have separated into small paragraphs the following letter from T. Frank Ireland, of Belding, Mich., to give it greater emphasis. Practically every sentence in this communication could be used as the text for a long and logical business sermon. Mr. Ireland writes:

Your favor of the 14th inst. received in which you ask me "What are you doing to counteract Catalogue House Competition in your section?" Will say briefly—that:

We advertise to meet their prices.

We carry a more complete stock so as to be sure and have what people want.

We prevailed upon our Business Men's Association to send out a thousand copies of the paper, "Home Enterprise."

We patronize our friends and push their goods.

I appreciate the stand that HARDWARE has taken in this matter, your platform is a good one. I thank you for what you are doing for the good of the retailers.

GRAY & DUDLEY HARDWARE CO.'S CATALOGUE.

Gray & Dudley Hardware Co., Nashville, Tenn., and Birmingham, Ala., have issued a general catalogue of which they may well be proud. They have been working on it for about eighteen months, which of itself will prove that a good working catalogue is far from being an easy job, as they have spared no trouble or expense to make it a complete, convenient and useful book of reference for the Hardware trade and storekeepers of the South. It contains 1500 pages, is substantially bound in cloth, and printed on a high grade of paper, and is gotten up in the most attractive form for hard wear, and will prove a valuable addition to any Hardwareman's library. The book was gotten up and compiled by their Catalogue Department which is under the supervision of Frank E. Eddington. The cuts are the best to be had for the purpose, being graphic and characteristic, and more than 8,000 were used in the construction of the interesting volume. They have paid an unusual amount of attention to show their private brands of goods; care in listing, describing and illustrating them in their original colors most of the color work being by the Chromatic process. An alphabetically arranged index of 18 pages is provided for the catalogue which has also a department index embracing the following important divisions:

Mechanics' Tools.
Agricultural Tools and Implements.
Wagon and Buggy Hardware and Wood Work.
Mill Supplies, Iron Pipe Fittings, Steam Goods, Buckeye Pumps, Etc.
Builders' and Cabinet Hardware.
Store Fixtures.
Miscellaneous Hardware and Household Goods.
Sewing Machines and Fancy Hardware.
Go-Carts and Baby Carriages.
Iron and Brass Beds.
Trunks.
Clocks and Watches.
Pocket and Table Cutlery, Silver Ware, Cut Glass, Fancy Goods, Etc.
Shotguns, Rifles and Ammunition.
Sporting Goods.
Fishing Tackle.
Harness and Saddles.

To show the magnitude of the company's possessions, illustrations are given of the company's buildings at Nashville and Birmingham, including the warehouses in each city, together with its trunk, saddle and harness factories. They have published two editions for distribution to the trade, and in addition an edition of loose leaf books bound in heavy leather for the use of the traveling and house employees has been prepared for Nashville and Birmingham. The company also issue seven supplemental catalogues, which are on thin paper for mail distribution, embracing the following lines of goods: Mechanics' Tools and Supplies, Cutlery, Silver Ware and Cut Glass, Wagon and Carriage Hardware, Fishing Tackle, Guns and Sporting Goods, Harness, Saddles and Saddlery Hardware. All these catalogues were compiled by the company in its catalogue department. The printing and binding were done in Nashville, by the Marshall & Bruce Company who deserve much credit for the perfect manner in which they have performed their work.

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MINNESOTA RETAIL HARDWARE ASSOCIATION

The Ninth Annual Convention of the Minnesota Retail Hardware Association was held at Duluth on February 21st and 22d, the sessions being held at the Commercial Club Rooms.

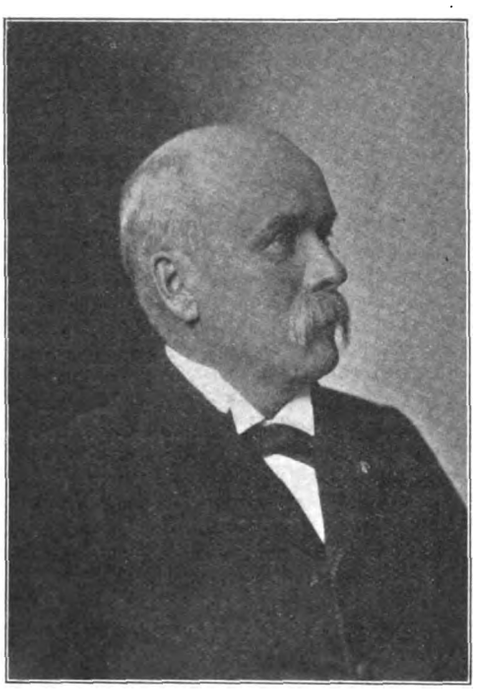
The Hon. M. B. Cullum, of Duluth, delivered an address of welcome.

President A. T. Stebbins replied with equal felicity. The president then delivered his annual address, which we give in part, as follows:

President's Annual Address.

I extend to you my greeting and bid you a hearty welcome to this our ninth annual session. We have met in this anual convention to review the past, discuss the present and make plans for the future. It is interesting to go back over the history of our organization and note its growth and achievements. Nine years ago a few of us met at the Capitol Building in St. Paul, and there organized the Minnesota Retail Hardware Association. It was largely through the untiring efforts of our first president, C. F. Lander, that we were then and there brought together. The gathering was not a large one, but the dealers present were enthusiastic and fully comprehended the possibilities and needs of an organization. Under an able leadership, guided by strong minds, we have steadily grown year by year, until to-day we lead all other State associations in point of members, our present membership being about 650.

With such a membership



A. T. STEBBINS, PRESIDENT.

WE HAVE BEEN ABLE TO WIELD AN INFLUENCE,

and hence when we have asked the jobber and manufacturer to respect our rights our requests have been respected. The year just passed has been a progressive one to our State Association, yet unmarked by any special feature. Assisted by your able Executive Committee and aided by your indefatigable secretary, my labors have been made easy. The Executive Committee has met once a quarter during the year. We have carefully considered every complaint that has been made, and in most cases satisfactory explanations have been made and agreements entered into.

One complaint has been made, however, that as yet we have been unable to reach, and it is with feelings of deep regret that we are compelled to report that some retailers in this State as well as in other States, for a five or ten per cent consideration, are furnishing catalogue houses with goods made by manufacturers who refuse to sell their products to these houses. This example of disloyalty is to be regretted. We are charitable enough, however, to believe that the parties so implicated do not fully realize the possible results of their actions.

IF WE WOULD COMMAND THE RESPECT AND CONFIDENCE

of the manufacturers and jobbers and expect their co-operation we must act our part well. That such transactions are confined to a very few we fully believe, and we hope we may never again hear of a like occurrence among Minnesotians.

* * * *

The quarterly meetings of the association have been characterized by a desire to promote and protect the best interests of all the members. Peace and harmony have ever prevailed, and we express the hope that our labors and actions will meet your approval. But the work of this and other kindred associations will not cease so long as we have an existence. Clouds that have crossed our pathway have not all been dispelled and others are continually forming. Trouble seems to be about the only thing that is equally distributed in this world. * * * *

We may not be able to do all we desire, but much has been accomplished and more remains to do. The broadening influence of our convention through the Joint Committee with the manufacturers is very important. Matters that would otherwise not come up are thus brought to the attention of these different organizations, and harmonious relations are being promoted, based upon a knowledge of facts and a just recognition of the deference which must be paid to all interests. The work that is being done by

OPEN-MINDED AND PROGRESSIVE BUSINESS MEN

must redound to the benefit not only of the members of this organization, but of the trade at large.

Among the important questions that have been brought before the manufacturers by this Joint Committee is that of quantity prices. We, as retailers, contend that the manufacturer should have one price for the jobber and another for the retailer. Why should the large retailer buy his goods as low, or lower even than the jobber, to the disadvantage of the smaller retailers? The country is agitated as never before over the bill now pending in Congress relative to discriminations in freight rates. If it is a moral crime for railroads to discriminate in favor of large shippers and thus freeze out the small shippers, why is it not just as much of a crime against morality for the manufacturer to discriminate against the small retailer?

Much of the success of our association is due to the splendid work done in our behalf by the trade papers.

THEY HAVE FOUGHT OUR BATTLES

in an honest attempt to overcome some of the irregularities of the trade, have given us full and complete reports of all Hardware conventions, by which means we get all the benefit of the discussions and suggestions of the members of sister associations. The leading trade papers are represented here at this session, and I would at this time, in behalf of this association, extend them a cordial welcome, and would I had the talent to fittingly express our appreciation of their services past, present and prospective. We hope to hear from them ere this session closes on their impressions of the business of associations from two standpoints—viz., work well done and work left undone—especially the latter, for it is by just criticism that we are enabled to see ourselves as others see us, "right or wrong; when right, to be kept right; when wrong, to be set right."

It is a source of pleasure and gratification that we have so many of

THAT ARMY OF MAGNIFICENT MEN,

the traveling fraternity, with us. We consider them our allies. They come to us in our places of business with a smile and oftimes the latest story. They tell us of the new goods and new prices and advise us when and what to purchase. If depressed, they cheer us with the hope of better prospects and improved conditions. We are more than glad to have a representative on our programme, and to have you feel that you are ever welcome. Here's to your health and happiness.

MINNESOTA MUTUAL INSURANCE.

While the president of the Minnesota Retail Hardware Dealers' Insurance Co. and the Insurance Commissioner of Minnesota are to talk to us on insurance, yet I feel that I cannot close without saying a word. It is the one subject that interests us all. I take it for granted that every member is interested in this feature of our organization to the extent of a $3,000 policy. If not, just take a little friendly advice and make your peace with Secretary Mathews at once. If we had no other excuse for existence this feature would suffice. Insurance with our company is as safe as with any old line company in the world and at a cost of less than two-thirds. It has been a success from the start, and I earnestly recommend it to your careful consideration.

DATE OF MEETING.

The Winter months seem to be the best time of the year to hold our conventions, especially February, when our members are through invoicing and feel like taking a little recreation during the dull season, as evidenced by the fact that no less than thirteen associations hold their meetings in February. This makes it inconvenient for the representatives of the trade papers, and makes a busy month for the officers of the National Association, whose attendance is so earnestly desired by each and every State. Our by-laws provide for our meetings to be held the fourth Wednesday in February. I would recommend that this be changed and the date left to the Executive Board, who can arrange with national officers if deemed advisable.

The following committees were appointed:

PRESS—E. K. Evans, Princeton; H. P. Heifer, Barnesville; O. G. Hanson, Rochester.

AUDITING—Lewis Cosgrove, Le Sueur; W. H. Close, Hibbing; S. E. Hunt, Red Lake Falls.

RESOLUTIONS—W. B. Marr, Aitken; Mr. Stremell, Minneapolis; L. K. Dougherty, Duluth.

GRIEVANCES—C. A. Olson, Willmar; Mr. Deush, Long Prairie; H. A. Lervy, Alexandria; J. J. Krake, Melrose; J. E. O'Brien, Crookston.

RECEPTION—C. W. Bouck, Royalton; J. G. Pease, Superior; George Powers, Duluth.

C. W. Bouck, Royalton, was chosen sergeant-at-arms.

The secretary, M. S. Mathews, then followed with his annual report.

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Secretary's Report.

In preparing the customary report from year to year it is extremely gratifying to be able at each succeeding meeting to record a marked advance in the growth and prestige of our association. Minnesota is again able to score the customary lengthening of the membership roll. In our list may be seen quite a number of names belonging to enthusiastic members who, but a year or two ago, on being asked to join the association, declined on the ground that no benefit could be derived and it was useless for a busy man to spend valuable time in any such movement. The situation now is different, and while doubtless there are members who remain with us solely for the insurance benefits the great majority are in it because the direct gains from associated effort are large, and, I may add in passing, only a fraction more than two-thirds of our Minnesota members carry insurance with our Mutual Insurance Co.

Thanks to the splendid work of the National, much ground has been gained in winning the pledged support of many leading manufacturers in standing by the retailers on the question of marketing their product along so-called regular lines of trade. Reform at the present time is most active at the point it logically should be—at the starting point and where the goods are made. But few realize the substantial progress already made and the bright outlook for the immediate future. That hustling head of the National Association, President Bogardus, has promised to be here and will show us what has been accomplished and outline the work for the coming year.

Approximately two-thirds of the Hardwaremen of the "bread and butter" State are members of their State Association, and it may be safely stated that while there are many good Hardwaremen outside the ranks, the great majority of desirable members are already on our lists. Our increase in membership continues about as in the previous year. The souvenir annual for 1904 contained 566 names. To-day the



M. S. MATHEWS, SECRETARY.

paid memberships are 644, and while there seems to be a general awakening in Hardware circles all over the land, it is hoped and believed that the Minnesota Association will remain at the head of the procession.

FINANCIALLY

we are in comfortable circumstances.

* * * *

DATE OF ANNUAL MEETING.

At the last annual meeting in St. Paul your attention was called to Article 4, Section 1, of the Constitution, which provides that the annual meeting shall be held "on the fourth Wednesday of February." Nearly all of the State associations now leave the date open and its selection with the Executive Committee. Under such a provision dates can be made less in conflict with meetings of other State associations, thus making it much easier for traveling and trade paper men to be with us, and also giving greater assurance of the attendance of one or more national officers.

* * * *

You will notice in the advertising pages of our programme many familiar and some new names. To their liberal favors much of the success of this meeting is due, and the secretary earnestly requests that where possible you show by your patronage a substantial appreciation of the same. It is also noticeable that the traveling men in increasing numbers pay us the compliment of attendance on our meetings. They are all friendly to this association, and to their missionary work in the field we are indebted for a considerable number of our membership, and we bespeak for them your courtesy and co-operation.

George M. Evenson, of St. Peter, the vice-president of the association, delivered an address on

The Advantages of Membership.

At the outset he said that the presence of so many dealers in the hall showed that they had already settled that question for themselves, and held up to scorn and ridicule the short-sighted retail Hardware dealers who willfully persisted in depriving themselves of the advantages of widening their business and intellectual horizons such as were offered by the State conventions. He narrated graphically a typical experience in which the broadening influence of the State convention brought two hostile competitors together under a bond of fellowship, resulting in the permanent reconcilement of differences, followed immediately by mutual agreements to cease ruinous price cutting, and ultimately in the formation of a splendid local association.

He told of a dealer of his acquaintance who had steadily refused to acknowledge the possible benefits to him of membership in the association until he was confronted with unfair competition from the outside which he was powerless to overcome, but which was promptly remedied by the association. He soundly scolded members present for being selfish enough to sit still and silent, always receiving suggestions, but never offering any from their own experiences. "The association," he concluded, "broadens and educates its every member, and under its inspiration our business becomes a wonderfully interesting profession rather than a round of daily drudgery."

C. F. Ladner, St. Cloud, read a letter from J. F. McGuire, of St. Paul, in which its writer presented to the president, with his compliments, a beautiful silver-plated gavel made from Minnesota metals by students of the Mechanic Arts High School of St. Paul. The same donor also presented a cleverly fashioned question box made by the students of the same school. These gifts President Stebbins took pleasure in acknowledging.

C. H. Casey read a paper on

Advertising a Hardware Store in a Country Town.

BY C. H. CASEY, JORDAN, MINN.

He said in part:

The first question is, Does it pay to advertise in small towns? The answer to this may be found in the methods of the mail order business. They do not advertise in the large cities; they strike the small towns. They describe their goods, not to the city people, but to the people in the small towns and country, and they get results. If the retail Hardwareman will take his cue from this and go at the people right, mean business in advertising and make a business of it, he will succeed. When the city graft houses stop advertising through the territory covered by your home paper you may conclude that advertising in a small town don't pay, but so long as they are getting business right out from under your noses, getting cash for goods not as good as you sell on time, you cannot say that advertising does not pay. The same people who are willing to follow their ads. will read yours if you give them something worth reading. Put in something that means something worth reading. Put in something that means something, keep it fresh, and the results will justify the statement that advertising does pay in towns large or small.

* * * *

TO START RIGHT IN ADVERTISING

requires a certain amount of "sand." To put out a goodly quantity of your hard-earned dollars that are already safe in your pocket or in bank, and seek in exchange what might be called an unknown quantity takes grit and faith, both in your ability to write convincing, pulling ads. and in the results in dollars and cents. Here is, I believe where many a merchant "falls down." He is solicited by the local newspaper man for an ad., he asks what it will cost, and, being told, hesitates and thinks of how good that money is, of the nice things he could buy with it, or perhaps of how hard he had to work and scheme to make it, but finally decides to take a few dollars' worth of space and see what he gets out of it. The consequence is he gets little or nothing in the way of benefit from his investment, because he didn't spend enough or keep at it long enough to be noticed. Very often that merchant never has the courage to try advertising again, or if he did it was in the same half-hearted way and at intervals so far between that his former efforts were entirely forgotten before the next one arrived. This man might just as well have cut out his advertising entirely and saved the little money he did spend.

Appropriate enough money to make yourself felt in your community, divide this appropriation among newspapers, circulars, calendars, booklets, novelties or anything else that appeals to your judgment as being good, but keep at it, don't let up or all you have spent in the past will soon be lost. People forget your business awfully quick nowadays with the great volume of advertising matter that is being distributed in every way, and unless you hang on with bulldog tenacity you will be "down and out" so far as results are concerned.

* * * *

MAILING LISTS.

In my own business I have, and keep up, several mailing lists, which we use in sending out advertising matter. We have one list that contains the names of the head of every family in the territory from which we draw trade. This we use for general advertising, such as circulars and booklets. We have another that contains the name of every person with whom we have done business, or with whom we feel that we should do business, which is used in distributing circulars and more expensive advertising. Then we have lists of carpenters, threshermen, wellmen, town and school officers, etc., and use them when we have anything that is especially interesting to them. One thing I have done in this line that all of you may not have thought of; that is when I get up an especially good ad., one that appeals to a certain class, I have the printer take this out (I am speaking of a newspaper ad. now), put a nice border around it and run off a few hundred of them, then mail them direct to the persons most interested. For instance, you get up a good, strong ad. on Belting and Fittings and you mail them in the manner I have described to every thresherman, creameryman or millman in your territory and the chances are you will get good results and with a minimum of expense.

* * * *

Your show windows are one of your best and at the same time very cheapest advertising mediums, and you ought to give them all the time and what little expense they require to keep them in the very best of

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shape. Keep them clean and neatly arranged with seasonable and attractive goods. If you have anything new that the ordinary passerby would not understand, put a card with it explaining it.

Putting price cards in your window on the average line of goods and naming prices in your newspaper advertisements, are points in the advertising business upon which experts disagree, and you may take my opinion for just yhat you think it's worth. I have never been much of a hand for doing either, and whether I would have been more of a success as an advertiser had I done more of it has always been a question with me. In a country town, where people usually look around in all the stores before they buy anything of consequence, it has always occurred to me that you place yourself at a disadvantage by pricing your goods in a public way like this.

* * * *

The intending purchaser will naturally figure that as he knows your price on the article wanted it is proper strategy for him to see the other fellow, with the result that he may buy before you get to see him, while if your ad. had contained everything except the price you would surely have had the chance to talk to him; besides, your competitor would not have the proof of your price. Certainly lines that you control or new goods that you are just introducing may be priced to good advantage. This may work differently in different localities and under different conditions, but, generally speaking, public pricing has not been a rousing success with me.

THE WAY IN WHICH YOU KEEP YOUR STOCK AND STORE

and the manner in which you treat your patrons are points in the advertising of a business that should not be overlooked. As a rule people like to buy goods where they are kept in nice, clean, attractive style, and will go blocks out of their way to get even a small article at a store that is so kept and where they try to make you feel at home and show an appreciation of your business.

* * * *

In my limited experience I have found it pays best to advertise quality rather than price. People who buy goods simply because they are low priced are seldom permanent trade; they go where prices are lowest. Such people can almost always be fooled on quality, and they usually are. If your competitor quotes lower prices than you, such trade will go to him instead of to you, and you cannot always be quoting lower and lower prices. The store that gets trade which is drawn by the assurance and attraction of quality is likely to be the one that gets the permanent trade, and the permanent trade is the valuable trade. This fact does not require argument or explanation to any wideawake merchant, and it emphasizes the importance of talking to your people about the goods and the personality of the business. Get your reputation established as a dispenser of goods of first quality and your path will be easier, your profits more stable and your business more secure.

This was followed by a spirited, general discussion led by W. E. Davis, the editor of *Hardware Trade*, Minneapolis, which was followed by an address on

Co-operation,

By Jesse A. Gregg, Nicols, Dean & Gregg, St. Paul,

which was listened to with evident pleasure.

When the association convened Thursday morning it was turned over to the insurance section, Charles F. Ladner, president of the Insurance Association, presiding. He did not attempt to give a regular anual address, but spoke informally of the great success which had attended the officers and members of the association.

Following is the report of the insurance secretary, M. S. Mathews:

Mutual Insurance Association,

The report of the Auditing Committee showed the following:

Certificates of deposit	$22,000.00
Adjudicated judgment, St. Cloud	21,469.50
Cash balance in bank	15.32

INSURANCE SECRETARY'S REPORT.

Following was the report of Insurance Secretary M. S. Mathews:

Hardware mutual insurance is one of the live questions of the hour, and probably at no previous time has it been given such general attention as during the past Winter. Hardwaremen generally are alive to the fact that it is the only way out; that it is practical, sound and cheap. It has come to an increasing number of dealers that as they in all cases participate in losses and expenses, why not be in with the profits as well? Profits in some cases are considerable, as witness the recent report of the Hardware Mutual in the State immediately to the south of us. This report shows, with nearly 500 policies in force, that during the year 1904 losses were sustained to the amount of $2.73. With the Hardware mutuals you participate in "fat" year savings as well as "lean" year losses.

The amendment last year to "Articles" permitting the insuring of members' homes and household goods and extension of term to three and five years as desired has not been taken advantage of by members as generally as expected. You are reminded that the same proportionate savings can be made on this form of insurance as on your commercial lines.

Losses have been unusually numerous and severe the past Winter, but up to the present time of writing none has been reported for February. The volume of business is now so large and growth so steady that while an accumulation of losses cuts into the surplus somewhat the setback is only temporary, as the financial high water mark is soon reached again and passed. This company now has policies in twenty-four States, and as it is claimed that well scattered risks are a prime factor in successful underwriting, it would seem our position from this point of view is all that could be desired. The expense account is again showing the modest figures of ten per cent, and although losses reached the unusually high mark of thirty-eight per cent, the business of the company was conducted on less than one-half of the amount of premiums written. The sum returned this year to the policy holders approximates $15,000, which, in other words, is a net saving.

Although the losses were twice as great during 1904 as in any previous year, at the same time each expiring policy received a return premium of thirty per cent of original premium paid; an increase of assets shown to the amount of $12,086.15, and an increase in net surplus of $8,878.84. As showing the strength of the company, it may be stated that at the close of business December 31 the net assets were sufficient to go back and again pay every loss and every expense incurred since organization and still have money remaining in the treasury.

Treasurer's Report.

The report of H. Hauser, Minneapolis, treasurer, showed the following figures:

RECEIPTS.

February 25, 1904, balance in treasury	$37,544.38
Received 82 deposit slips	33,371.13
Received interest	1,542.27
Total	$72,367.78

DISBURSEMENTS.

Paid 272 orders	$29,149.71
February 20, certificates of deposit, Northwestern National Bank	21,000.00
February 20, judgment, St. Cloud	21,469.50
February 20, daily balance in Northwestern National Bank	748.57
Total	$72,367.78
Total balance in treasury, February 20	$43,218.07
Interest due on $11,000, February 27, 3 per cent	330.00
Interest due on $4.000, March 7, 3 per cent	120.00

DIRECTORS ELECTED.

The following directors of the Insurance Association were elected:

W. H. Tomlinson, Le Sueur, to succeed himself.

Elmer Houghtaling, Fairmont, to succeed E. H. Loyhed.

Frederick W. Lucas, Litchfield, to succeed himself.

W. J. Urbatsch, Austin, to fill unexpired term of Mr. Roell, of Owatonna, resigned.

IOWA MUTUAL INSURANCE.

A. R. Sale, of Mason City, Iowa, secretary-treasurer of the Iowa Insurance Association, addressed the convention.

The chairman told of his visit to the Iowa Association and suggested to the members that they could do no better than to place a portion of their surplus fire insurance with the Iowa Association, addressing A. R. Sale, the secretary, at Mason City, Iowa.

The insurance session was adjourned at 10.30.

A report of National Convention C. D. Decker, delegate to the National Convention at Indianapolis, who had been instructed to make a report before the present session, was not present, and in his absence W. H. Tomlinson, vice-president of the National Association, made a brief report of the work accomplished.

The following Nominating Committee, one from each Congressional District, was announced from the chair:

Nominating Committee.

First District—George Schwirts, Wabasha.
Second District—Charles Grill, Sherburn.
Third District—George Mason, St. Peter.
Fourth District—J. F. McGuire, St. Paul (chairman).
Fifth District—J. O. Roberts, Minneapolis.
Sixth District—H. A. Le Roy, Alexandria.
Seventh District—W. B. Gislason, Minneota.
Eighth District—W. B. Marr, Aitken.
Ninth District—James E. O'Brien, Crookeston.

W. H. Tobin, of the Sheldon School of Scientific Salesmanship, read a paper on the

Science of Selling.

On invitation by the president, Mr. Tobin followed this up by explaining the method of his school and the cost of scholarship.

NORTH DAKOTA HEARD FROM.

H. F. Emery, president of the North Dakota Association, was invited by the chair to the speakers' rostrum. He brought the greetings of the North Dakota Association, and said the Minnesota Association led all the rest in membership and in the force of its influence.

JOBBERS' AND TRAVELING SALESMEN'S SESSION.

At the opening of the Thursday morning session, the president announced that the meeting was thrown open to jobbers and traveling men.

P. W. Lyon, of Janney, Semple, Hill & Co., Minneapolis, delivered a fine address, from which we make the following extracts:

Mr. Lyon's Address.

The secret of American greatness is not difficult to discover when men, honest of intention and earnest in desire, gather in conventions like this for the common purpose of perfecting their equipment in life that they may be better able to wrest from the soil, the mine and the great channels of commercial life larger returns for labor expended. Your presence here to-day indicates clearly that you are not entirely satisfied with the work of the past, brilliant though your success may have been. You are here with a firm desire to put a keener edge on your weapons of warfare for the commercial strife to which you will shortly return.

In Hardware merchandising there are just three important considerations—1, buying; 2, selling; 3, collecting.

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ber of lines which are subject to more or less fluctuation in price. Know these, watch them carefully, know when and how to buy, as you will find by careful analysis of your business that they constitute a considerable portion of your sales and are therefore extremely important.

DO NOT SCATTER YOUR PURCHASES.

Within the confines of your own State there are ample facilities for buying right. I say this because, in the first place, an enormous development has been in progress in jobbing stocks for the past quarter of a century, bringing them up to the point where they are fully adequate to local demands.

Second, because no commercial institution out of the State can be in the very nature of the case so keenly interested in your success as the jobber right here, who, like yourselves, is amenable to the laws of and a part and parcel of this great Commonwealth of which we are so justly proud.

* * * *

Let me hammer into a few sentences what I think about selling:

1. Advertise judiciously.
2. Insist on affability, from the head of the establishment to the lad who runs the delivery wagon.
3. Make no distinction in treatment between the meanest and best customer on the books.
4. Never let your personal trouble affect your trade manners.
5. Know the personal character of every customer and adjust your methods to his case.
6. Spend as much time as possible near the door of your establishment.
7. Remember that a customer neglected is often a customer lost.
8. Be even tempered. "The same yesterday, to-day and forever."
9. Do not sell just to be selling. Sell with a view to collecting.
10. Keep at job counter, and, when your buying judgment is at fault, put that article on that counter.

COLLECTING.

Any man of moderate ability can buy right. Any man of mediocre accomplishment can sell goods, but the merchant who in his business education has failed to appreciate the importance of acquiring both the art and the backbone to collect his bills properly is still on the off side of success and always will be until he gets right on this simple but extremely important function of the business.

* * * *

Briefly stated, the situation is this: If the manufacturer must pay his banker interest on borrowed money, to enable him to place in the hands of the jobbers such a volume of merchandise as will meet the natural demand of trade, and in turn the jobber must borrow to pay the manufacturer, and you must borrow oftentimes from the jobber, if not money, goods which are equivalent, and pay interest thereon, why is it not equitable and just to carry the proposition to its logical conclusion and charge interest to the farmer on every dollar on the books that has passed the due date—viz., sixty days from the date of purchase, note or no note? Bear in mind the fact that, although you have put the farmer's account into a note, this does not make the interest charge any more just, the obligation exists in the open account as fully. Your note, however, is a very good medium of collection, as it establishes the debt beyond dispute and make its collection easier. Now let me lay down the following principles in regard to collections:

1. The ease or difficulty with which you collect will depend largely on how you educate your debtor.
2. Make him understand that you expect him to pay just as much as you expect him to buy.
3. Be prompt in rendering statements of your monthly accounts.
4. Keep your books so you can give him his balance any time of day or night.
5. Do not approach your debtor in an apologetic fashion; let him make the excuses.
6. Never let the loss of trade deter you from collecting just debts.
7. Collect just as pleasantly and persistently as you sell.

H. D. Final, sales manager for the Marshall, Wells Hardware Co., Duluth, then briefly addressed the meeting.

R. A. Kirk's Address.

R. A. Kirk, president of Farwell, Ozmun, Kirk & Co., St. Paul, spoke substantially as follows:

He urged the members to push the sale of special brands as a valuable means for competing with catalogue houses, because such special brands are never seen in retail mail order catalogues, and for that reason they can be sold at better profit than is possible with standard manufactutrers' brands. * * * The reason that you throw away your profits when the market advances is because you are afraid the other fellow will do it, and one of the greatest advantages of this association is that it helps to stiffen up the backs of members so that they will adhere to legitimate prices, and secure legitimate profits.

* * * *

On the subject of catalogue house competition, he explained how the Joint Catalogue Committee had been able to bring the manufacturers into line only because its members knew and could declare that the retailers, through their State organizations, were squarely back of them. The latest move of the catalogue houses was to try to convince the consumer that he was being robbed in order to pay traveling salesmen their salaries and expenses, and that traveling salesmen were an unnecessary expense. While it was entirely possible for the jobbers to adopt the catalogue system for selling to the retailers if they wished it, instead of sending out traveling men, he gave many reasons why the present method was to the advantage of the dealer.

F. H. Young, general sales agent of the Hackett, Walther, Gates Hardware Co., St. Paul, read a paper on

Traveling Salesmen,

which we condense as follows:

It is no accident or series of accidents that places a man in the class of men who are spoken of as successful salesmen. At the age of 16 or 18 years a young man makes his choice of the business he wishes to follow, and secures a position in a Hardware jobbing house, in which his first three or fours years' duties will consist of laying out orders. If he is punctual, his records show it; if he is rapid, another record shows that; if he is accurate or the reverse, that, too, is shown. At the end of four years he has either made himself a candidate for promotion, or has shown that he is not fitted for that development. After that he has still from three to five years' training to undergo. After a time he is permitted to wait on the trade, and, by and by, a salesman is needed, and if he is selected he has reason to be proud, for this is a guarantee that he has earned his employer's respect. But he has still a post graduate course to take. He who would survive must be made of steel, must have a physique which will thrive on exposure and hardship, and must have a disposition which would enable him to be cheerful under all circumstances, whether good or bad. He must be able to bear bitter disappointments without complaint. He must resist temptations to do things which would incapacitate him for performing his work in the best possible manner—temptations not hard to resist when surrounded by the influence of the family and home, but which become very real to a young man when removed from those influences. If he avoids all these dangers, maintains a high average of effort, and practices the strictest honesty in all his dealings, he will within a few years be known as a successful salesman.

From the time he first makes his appearance he is worthy of your regard, and if he stands the pace for a time he deserves your respect. He is a picked man with qualifications far above the average. Let us give him his just dues. While the life of a salesman has its disadvantages, it also has its advantages. He knows that his position is due to his merit and ability, and this gives him a feeling of confidence in himself that cannot prove otherwise than comfortable. He lives a broad existence, and meets people from every walk in life, and soon learns to believe in the brotherhood of man and to appreciate the sincerity of others, no matter how much their views may differ from his own. Such a man makes friends, and he who has many friends is happy.

* * * *

Other addresses were delivered by C. H. Conner, of the Fuller-Warren Co.; W. J. Brown, representing Deere & Webber, and Thomas Duffy.

A LETTER FROM PRESIDENT BOGARDUS.

President Bogardus, of the National Association, who was prevented from attending the convention by illness in his family, sent an address, which was read by Mr. Davis. In concluding his letter, Mr. Bogardus said: "The time for action has come. With the cordial support of the jobbers and the good will of the manufacturers we stand in our own light if we fail to grasp the situation. It is up to the retail dealers to seize the opportunity and win a lasting victory over our common enemy."

The Press.

R. R. Shumann, of the *Iron Age*, addressed the convention. E. L. Miller, proprietor of the *Duluth Trade News*, delivered an eloquent address. Minnesota, he said, had enjoyed the honor of having the largest per capita consumption of Hardware of any State in the Union, and he explained the reason for this in that while some States were largely agricultural, largely industrial, or largely maritime or mining, Minnesota was in a position where its sources of wealth were divided between all these and more. It was great in agriculture, but it was great also in its mineral resources, in its timber and lumber industries, in its fishing interests, and was a great resort for sportsmen and pleasure and health seekers from all over the United States. These widely diversified interests brought trade to the Hardwareman.

Election of Officers.

The following officers were chosen for the ensuing year:

PRESIDENT—A. T. Stebbins, Rochester re-elected.

VICE-PRESIDENT—George M. Evenson, St. Peter, re-elected.

EXECUTIVE COMMITTEE—Three-year term, W. L. Tomlinson, Le Sueur; C. F. Ladner, St. Cloud; J. F. McGuire, St. Paul. Two-year term, F. W. Lucas, Litchfield.

A banquet was tendered to the association at the Spaulding Hotel by the jobbers of the State of Minnesota, the arrangements being in the hands of a committee consisting of E. A. Moye, George E. Wells, H. D. Final and B. W. How.

E. L. Millar was toastmaster. A. T. Stebbins, the president of the association, responded to the first toast, and voiced the thanks and appreciation of the members of the association for the cordial hospitality with which their stay in Duluth had been accompanied.

Jesse Gregg, of Nicols, Dean & Gregg, was asked to respond to the toast, "The Ladies," despite the fact no ladies were present.

J. Frank King gave an address on commercialism, embellished with anecdotes and character sketches.

W. E. Davis, editor of *Hardware Trade*, of Minneapolis, delivered a finished address on "Opportunity."

Judge Page Morris delivered an address on "Character in Business."

W. S. McCormick, City Comptroller, discharged a gun fire of good stories.

J. E. O'Brien, of Crookston, related the story of the birth and early struggles of the Minnesota State Association.

THE VISIT TO ZENITH FURNACE.

On Friday morning the members of the association were taken to the new Zenith Blast furnace at West Duluth. They were also shown the operation of the Bi-product Coke Ovens, where Benjamin I. Davis, the superintendent of construction, explained the means by which tar and ammonia were extracted from the gas and reduced to commercial form.

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FRIDAY'S EXECUTIVE SESSIONS.

On returning from the trip to the Zenith Furnaces, the members assembled in the hall for the executive session. President Bogardus, who was to have delivered an address, was represented by a confidential communication devoted largely to a discussion of the catalogue house question.

Fred. Mason, secretary of the State Grocers' Association, delivered an address.

F. E. Muzzy, of the J. Stevens Arms and Tool Co., delivered an address reciting a history of the determined contest which his company had waged for maintenance of prices. His paper also contained some good, direct language about the duties and responsibilities of the dealers themselves.

The last session of the association convened at 2 p. m., and, like the preceding one, it was executive. It was decided that the next meeting of the convention should be held at Minneapolis, and that a decision as to the date and headquarters was left to the Executive Committee.

DELEGATES TO THE NATIONAL CONVENTION.

The following delegates will represent the Minnesota State Association at the National Convention, to be held at Minneapolis: A. T. Stebbins, Rochester; C. F. Ladner, St. Cloud; James E. O'Brien, Crookston; J. F. McGuire, St. Paul; C. H. Casey, Jordan; Leon C. Warner, Minneapolis; M. S. Mathews, Minneapolis.

THE AMERICAN HARDWARE CORPORATION.

The annual meeting of the stockholders of the American Hardware Corporation was held at the office of the Russell & Erwin Mfg. Company, in New Britain, Conn., on Tuesday, February 28. The capital stock was increased from $5,000,000 to $7,500,000. It was voted to absorb the Corbin Cabinet Lock Company. The following directors were elected:

Philip Corbin,	Howard S. Hart,
Andrew Corbin,	Sylvester C. Dunham,
Charles M. Jarvis,	Frederick P. Wilcox,
Andrew J. Sloper,	John H. Whittemore,
Charles H. Parsons,	Charles Miller,
Charles Glover,	George W. Corbin.

The directors elected the following officers:

PRESIDENT—Philip Corbin.
FIRST VICE-PRESIDENT—Charles M. Jarvis.
SECOND VICE-PRESIDENT—Howard S. Hart.
TREASURER—Andrew J. Sloper.
ASSISTANT TREASURER—Charles H. Parsons.
SECRETARY—Charles E. Wetmore.
ASSISTANT SECRETARY—Charles B. Parsons.

The annual meetings of the stockholders of the constituent companies of the American Hardware Corporation were held in New Britain, Conn., on Monday, February 20, and resulted in the choice of the following list of officials and directors:

P. & F. CORBIN.

PRESIDENT—Philip Corbin.
FIRST VICE-PRESIDENT—Charles H. Parsons.
SECOND VICE-PRESIDENT AND TREASURER—Charles E. Wetmore.
ASSISTANT TREASURER—Edward L. Prior.
SECRETARY—Albert N. Abbe.
ASSISTANT SECRETARY—Charles B. Parsons.
DIRECTORS—Philip Corbin, Andrew Corbin, John B. Talcott, Charles Miller, Charles H. Parsons, Charles Glover, Charles E. Wetmore, Charles M. Jarvis, Albert N. Abbe.

It will be noticed that Andrew Corbin retires as first vice-president and Charles H. Parsons is promoted to this position, and Charles E. Wetmore, formerly secretary, has been advanced to the position of second vice-president and treasurer.

THE CORBIN CABINET LOCK CO.

PRESIDENT—George W. Corbin.
FIRST VICE-PRESIDENT—Charles M. Jarvis.
SECRETARY—W. H. Booth.
ASSISTANT SECRETARY—George L. Corbin.
TREASURER—C. H. Baldwin.
DIRECTORS—Philip Corbin, Andrew Corbin, John B. Talcott, Charles Miller, George W. Corbin, Darius Miller, Charles Glover, Charles M. Jarvis, C. H. Baldwin.

The changes here are the advancement of George W. Corbin to the position of president, Philip Corbin withdrawing from this position.

THE CORBIN SCREW CORPORATION.

PRESIDENT—Charles Glover.
VICE-PRESIDENT—Clarence A. Earl.
TREASURER AND SECRETARY—Theodore E. Smith.
ASSISTANT SECRETARY—William J. Surre.
DIRECTORS—Philip Corbin, Charles M. Jarvis, Charles Glover, Howard S. Hart, Theodore E. Smith, Charles H. Parsons, Benjamin A. Hawley, Clarence A. Earl, Andrew Corbin.

THE RUSSELL & ERWIN MFG. CO.

PRESIDENT—Howard S. Hart.
VICE-PRESIDENT—Benjamin A. Hawley.
TREASURER—Isaac D. Russell.
ASSISTANT TREASURER—Joel H. Van Newkirk.
SECRETARY—Theodore E. Smith.
DIRECTORS—Andrew J. Sloper, Frank L. Hungerford, Charles E. Mitchell, Howard S. Hart, Benjamin A. Hawley, Isaac D. Russell, Philip Corbin, Charles M. Jarvis, Joel H. Van Newkirk.

THE CORBIN MOTOR VEHICLE CORPORATION.

PRESIDENT—Philip Corbin.
VICE-PRESIDENT AND TREASURER—Maxwell S. Hart.
ASSISTANT TREASURER AND SECRETARY—Paul P. Wilcox.
DIRECTORS—Philip Corbin, Charles M. Jarvis, Howard S. Hart, Charles Glover, Paul Peck Wilcox, M. S. Hart, Andrew J. Sloper, Robert C. Mitchell, George W. Corbin.

The changes in the Corbin Motor Vehicle Corporation are important, as Maxwell S. Hart, who has for a number of years had charge of the rolling mills of the Stanley Works, takes the position of vice-president and treasurer and will be the active head of the corporation.

HACK SAW BLADES.

By Joseph Campbell.

The hack saw blade to-day, while one of the smallest tools in machine shop practice, is, nevertheless, an important item in every shop, whether it be the small repair shop or the large manufacturing plant where hundreds of operatives are employed.

First in importance is the question of its being a great saving in labor, provided the hack saw placed in the hands of the operative is of undoubted quality and is mechanically perfect in regard to the cut of tooth, its set, and above all, to the temper of the blade.

In too many plants the extra expense incurred by the use of thin, brittle blades is overlooked because the item of saws is considered too significant to demand the personal attention of the superintendent of a large plant where the investment in plant and machinery runs up into the hundreds of thousands, yet the year's consumption of hack saws is an expense item of considerable proportions when considered by itself, and in every machine shop both time and money may be saved by giving it some attention.

The "Sterling" hack saw has been evolved after years of careful experimenting and study, and it has reached the stage where it is as mechanically perfect as it is possible for a blade to be. The steel employed in its manufacture is made from private analysis, and uniformity of quality, annealing, etc., is absolutely guaranteed by one of the largest steel mills in the world.

One of the best guarantees of the quality of Sterling hack saw blades is found in the fact that these blades are shipped in lots of from 100 to 200 gross each, consigned to London, Manchester, Liverpool, Leicester, Glasgow, Dublin, Belfast and other points in Great Britain, thus fulfilling the old adage, "Like Shipping coals to Newcastle," when these blades are sent right into the heart of the greatest steel producing center in England.

Sterling by name they are also of sterling quality and give sterling service, and as they are made from heavier gage steel and wider than other brands, having likewise a high temper without brittleness, they are thus more serviceable and last longer than thinner, narrower blades. Besides doing more work they work more satisfactorily, inasmuch as every cut they make is straight and true, thus obviating the necessity of "trueing up," and the consequent loss of time and material involved in this operation.

One of the largest consumers in the United States, who has tested every blade on the market, has decided to use Sterling hack saws exclusively, and repeat orders are received from this corporation every month in lots varying from 75 gross to 125 gross in each requisition, and we are sure that every machine shop ought to secure Sterling hack saw blades for its workmen, if the value of time and saving of material, as well as the money saved in this most important expense item is given due consideration. Sterling hack saw blades are manufactured by the Diamond Saw and Stamping Works of Buffalo, N. Y., and are sold exclusively through the jobbing trade; the manufacturers will cheerfully send samples to any machine shop interested in having its local dealer handle the best blade on the market.

RETAIL HARDWARE DEALERS' ASSOCIATION OF PHILADELPHIA.

At the annual meeting of the Retail Hardware Dealers' Association of Philadelphia, Pa., held at its warehouse, 420 Commerce Street, on Wednesday evening, February 8, the following officials were chosen for the ensuing year:

President, N. C. Engle, 1001 Ridge Avenue; Vice-President, G. R. Mitchell, 1826 Ridge Avenue; Secretary, F. A. Mitchell, Twentieth and Callowhill Streets; Treasurer, E. W. Richards, 2029 Frankford Avenue; Directors, C. W. Flood, T. C. Ulmer, A. L. Agolf, F. Berlin, John Orr, A. Kaiser, Geo. E. Driver, Paul J. Devitt; Purchasing Committee, F. A. Mitchell, chairman; N. C. Engle, Tools; E. W. Richards, Building Hardware; Geo. R. Mitchell, Electrical Supplies; Paul J. Devitt, Cutlery; John Orr and Geo. Driver, House Furnishings; Superintendent of Warehouse, H. M. Boyle; Bookkeeper, Aubrey M. Hancock.

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INDIANA RETAIL HARDWARE DEALERS ASSOCIATION

The Sixth Annual Convention of the Indiana Retail Hardware Dealers' Association was held at Indianapolis on February 21st, 22d and 23d. The sessions were held in the Denison Hotel, and as the association has added to their membership nearly 200 members during the past year, it bids fair to prove the record convention of the series in point of numbers and enthusiasm.

Charles Smith, of the Charles Smith Co., Chicago, delivered some interesting remarks on

Combination Heating.

He spoke as follows:

You men in the Hardware business all know that you are up against a number of snags, and the snags are rubbing you pretty hard. In almost every article you handle you are in competition with the catalogue houses. The heating business is the only thing they don't touch you on, and it is about the only thing that is left to you on which you can get a fair profit.

Combination heating is something that fifteen years ago was not talked about or known in the United States. All the difference between indirect steam and indirect water and a combination of hot air and hot water is this: That with the steam and hot water you carry the heat over to the air, and in the other you bring the air over to the furnace. That is all the difference there is in it, and there is not a steam fitter in America but knows and admits that the best way to install a steam or hot water plant is by indirect radiation. I want to make this assertion provided you have a properly constructed furnace.

There is no other way of heating a residence as satisfactorily as with a furnace, provided the furnace is properly constructed, of sufficient size and properly installed. But a furnace has its limitations. Where the distance is too great for a furnace to reach, then the combination of hot water in connection with the hot air overcomes the difficulties caused by the limitations of the furnace.

I have not touched upon the matter of economy. A saving of thirty per cent in fuel is made by a combination. Not only this, but a combination is more durable than straight steam or water, and it virtually gives the owner two systems, for whenever the hot water part of the system becomes defective, the warm air part can still be used.

Mr. Smith then mentioned an instance down in a little town in Indiana where a gentleman had built a fine residence and desired to put in a combination plant, but after discovering it would cost him $600, felt some reluctance about incurring the expense, as he had already expended a large amount of money in other ways. Mr. Smith showed him that with an expense of $350 he could heat the principal rooms with hot water and the balance with hot air, which he said proved very satisfactory to the owner and produced almost as much profit to the contractor as if he had put in the plant originally planned to cost $600.

It is the easiest thing in the world to get a man to fall in with your line of argument when you can save him $250 by doing so.

Secretary Corey addressed the convention, referring to the good work being done by the numerous Retail Hardware Dealers' Associations throughout the country, in the course of which he remarked that Indiana had now one of the best and strongest associations in the country. He dwelt upon the fact that the National Association now comprised eighteen States, with over 5,000 members, and with harmony all along the line. He told how the National Jobbers' Association and the Hardware Manufacturers' Association had joined issues with the National Retail Hardware Dealers' Association, and that the three were working in unison. He stated that 600 Hardware manufacturers were now in accord and were assisting in controlling catalogue house competition.

On Which Item Does the Success of a Retail Hardware Business Hinge? Is It Quantity Buying, Discounting Bills, Advertising, or What?

BY A. N. SHIDLER, SOUTH BEND, IND.

In its broadest sense, success, whether it be mercantile or professional, depends on an intelligent and decisive disposition of a subject when presented. If I ask my attorney, "Is it lawful in Indiana to file a lien on property sixty-three days after the work on the house is practically completed?" and he says "No, it is not," I



A. N. SHIDLER, PRESIDENT.



E. M. BUSH, EX-PRESIDENT.

am satisfied; if he says "I am not quite sure, but will telephone you at 2 p. m.," I am satisfied; if he says "Why, yes, I think probably it would stick," I am not satisfied and have no confidence in him. He has made no decision and given me no information, not even an opinion. When I show Mr. Black a cast iron hammer for twenty-five cents, he says "This is guaranteed?" I say "No, sir, it is cast iron and you may break it in driving a 30 D nail." If Black takes the hammer, he will never return it if it breaks. If I had said in reply to the same question, "Well, I think you will find it all right," three out of six would return the hammer if broken. There is no better time to settle this return problem than at the time of the sale, and is so easy to prevent annoyance by being decisive.

Business success depends on the following items. All are of importance and in my estimation the order in which they are named. Attentiveness to business; Buying, which is divided into adherence to certain lines, selection, quantity, quality, price and keeping up stock; Marking of Goods; Credits and Collections; Display, including windows; Advertising and Cash Discounts.

This I consider of most vital importance. No battles have ever been won without a leader. If you say to your help and the public by your actions that you are at the store at 7 a. m., be there and stay there unless business calls you away (and too many men are inclined to think business calls them away when it does not), then by all means leave instructions where to be found and when you will return, then your patron knows when to call to do business, and the traveling man, who is your best friend, can depend on seeing you when he calls. You cannot drive fast horses and automobiles and conduct a Hardware business.

Buying, whether for a large or small business, deserves more attention than is generally contributed to it.

A LINE OF GOODS SHOULD BE CAREFULLY SELECTED,

giving close attention to the size, different qualities and comparative prices of a similar line, and when the line has been deter-

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mined on, then buy just as much of this particular manufacturer's make as is consistent. By this I mean, buy your four and fifteen dollar mower from the same manufacturer and when you run out of a size, don't buy the same size of some other make because some one offers it for sale, but send in a mail order and establish a business on this line. You know then what you are selling, your clerk knows what he is selling.

Apply this to your entire purchases and use your best judgment in selecting quality as well as quantity. With the present opportunities to buy goods and facilities for transportation, I would say most emphatically, buy in small quantities and often. The goods are always bright and fresh and with the same investment you are able to show a much larger variety.

As to quality, I cannot express my views better than in the words of E. C. Simmons, "Recollection of quality remains long after the price is forgotten." The old adage, "Goods well bought are half sold," is true, and while it means much more than the mere price paid, the price should be given close attention and the way to secure the best price is to follow the foregoing suggestion and confine your purchases of a line to one manufacturer or jobber, and if his books show at the end of the year that your purchases have reached a certain amount, you are entitled to a rebate or better price for the ensuing year.



M. L. COREY, SECRETARY.

WE KEEP UP STOCK

in a general way—namely, by using the want book and by keeping everlastingly at the help to record what they know is short. To keep closer tab on the fellow who forgets to use the want book, his number is placed before each item which he records, and if No. 6 never discovers any goods short, the want book indicates it. In addition, if we buy Tinware, Wire Goods, Granite Ware, Cutlery, etc., we begin with page one in the catalogue, and, when through, we have noted every item the manufacturer makes as well as having noted the amount of every item on the shelf and attention has thus been given to every item we carry as well as every one we should add. Do not always wait for the salesman. It requires but a few moments to list the stock of nails, shoes, wire cloth, or wheelbarrows, as well as the paring knives, 22 shorts, and fishhooks, a few more moments to make up the order and the goods coming. You cannot expect to increase sales and meet competition at home and from catalogue houses if you do not have the stock. It is not always the price that sells the goods or establishes the reputation, but if you have taught the public to say, "You will find it at Smith's," your business is on Easy Street."

A great deal of

CARE SHOULD BE TAKEN IN MARKING GOODS.

Always keep in mind to mark them at what they will bring regardless of the percentage of profit. No more serious mistake can be made than to decide that this line must carry this percentage of profit and that line another. Goods should be marked just as soon as opened and then place the cost and selling price on every item, even to every pocketknife and the blade of each carver or butcher knife. Then you know that the new man is not selling a fifty cent pocketknife for twenty-five cents because it might be lying on a twenty-five cent box.

CREDITS AND COLLECTIONS

of any business deserve the most careful attention. You must learn to say "No" when there is a question about the customer's ability or desire to pay. Better have him angry before he gets the goods, for he surely will be afterwards. It is so easy for men to get cross when they are not inclined to pay.

On the first day of every month our bookkeeper lays a statement of every ledger account on my desk. These are assorted; part are mailed, some are handed to the collector, who is one of the clerks, who presents it in person; to some are written a request and others a demand; others are telephoned, and we always follow up the promises. In making an account we invariably arrange for a time when it is to be paid, take the party's exact name and address, and if he does not meet it as agreed we remind him of it through the mails. With this method, which has been followed two years, bad accounts have been decreased very materially.

THE PROPER DISPLAY OF GOODS

is the best advertising I can suggest. Goods must be arranged in classes and sizes, each class graded, and the smallest always nearest the entrance, with the larger in the rear; then all may be seen at a glance by the person entering.

We are at a loss to know why the department store and nickel and dime store have taken so much of our business. It is not because of the price or the stock, but because they place nearly every article on a table. Then it is kept well dusted and systematically arranged, with the price attached in plain figures, and the table becomes the silent salesman; the clerk merely takes the order. The average Hardwareman puts his on the shelf and when called for reluctantly digs it out.

An advertising value can hardly be placed on the window display It is, if you please, a constant expounder of the firm, its management, stock and general character. A window filled with vises, horse pokes, a few granite kettles, a board of pocketknives and a double-barrelled shotgun would attract the attention of neither the mechanic, farmer, small boy, housewife, nor the sportsman. The window should be changed and washed once a week. A certain day should be set apart for it, and let the help understand to do nothing outside the necessities until this is done. Begin it early in the morning and do not keep the window torn up in the afternoon.

No business man can afford not to take advantage of the cash discounts. While the amount of discount will very nearly deliver the goods and is at the rate of 12% on general Hardware, when money is worth 6%, this is not all.

YOU ESTABLISH A CREDIT

which nothing else can give. The unpaid bill file is not filled up and you know just what you owe at all times and thus lighten the burden of your business. But you say you have no money to do this. Then borrow $1,000 for sixty days and give careful attention to collecting and buying, making quantities just as small as possible. The quantities of your purchases must be regulated by your ability to pay.

WEDNESDAY MORNING SESSION.

After calling the convention to order, President Bush appointed the following committees:

Convention Committees.

RESOLUTIONS—M. L. Lewis, Marion; Mr. Townley, Terre Haute; Mr. Weaver, Ligonier; Mr. Creed, New Albany; Mr. Heidt, Oakland City.

PRESS—Mr. Jamieson, Lafayette; A. M. Smith, New Ross; Mr. Cope, Kokomo.

AUDITING—O. E. Lang, Mishawaka; S. L. Ocher, Roann; W. L. Hubbard, Scottsburg.

NOMINATING—C. A. Ellis, Carlisle; Charles New, Bourbon; Albert De Prez, Shelbyville.

BY-LAWS—Mr. Gardner, Monticello; Mr. Scott, Muncie; Mr. Price, North Liberty.

GRIEVANCE—Charles Frame, North Manchester; Mr. Shanklin, Frankfort; Mr. Slater, Argos.

President Bush then read his annual address.

President's Annual Address,

from which we make a few extracts:

Presidential Address.

BY E. M. BUSH, EVANSVILLE, IND.

I can with pleasure congratulate our association upon its progress during the past year, especially upon its increased membership—in round numbers 150—making us now about 600 strong. Very few have fallen from the ranks, which proves that the up-to-date man of to-day knows a good thing when he finds it.

A NOTABLE FEATURE OF THIS YEAR'S INCREASED MEMBERSHIP

is that it brings to us many who have just embarked in business or who have moved into new and commodious quarters. That is the kind of man who makes a good member—the man who is going ahead, reaching out, growing. He wants everything at his command which will better equip him for his business life. He recognizes his need of this association and that it is his privilege as well as his duty to join our ranks. Six hundred men of push and purpose mean something; 600 Hardwaremen alert up to date, banded together in their push and purpose means power—power for the advancement of their own business interests and the interests of the communities in which they live.

* * * *

Our trade papers are a great factor in our education. Rip Van Winkle is too fast asleep; Mr. Indifference doesn't care enough, and Mr. Selfish is a little too stingy to pay for, read and digest these papers. So much do I believe that our associations and our trade papers are the great factors in our development and training to the level we must reach to successfully combat the adverse influence in our business life; so much do I believe in these factors of success, that as your retiring presiding officer I would rather leave among you as the

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impress of my efforts in your behalf growth in the direction of these two great factors for good than in any other direction. And just so far as I have done this in just so far has my labor among you made for success.

It is unnecesasry for me to give you a resume of our year's association work; that comes to you from other sources. But of a few important steps I have a word for you.

* * * *

ONE CAUSE OF THE FORMATION OF THIS ASSOCIATION,

as you well know, was the aggression, the poaching, by jobbers upon the legitimate fields of the retailer, selling in many cases directly to the consumer and to dealers in other lines goods which belong to the Hardware line. Were this small beginning the end, who would complain? But before any other than himself is aware of it that outside dealer has added one item after another, until he has a department of profitable Hardware, which he buys to sell a little lower than the legitimate dealer and so advertise his other lines. This is delicate ground I tread. The defense is made that these firms will handle these lines; that if not sold by the nearby jobber there are other sources of supply. As Hardwaremen we do not want to be picayunish, narrow minded; we do not register a very vigorous objection, but does it encourage a dealer to increase his business with the firm whose private brands of goods he finds advertised and displayed in the windows of department stores and pawnbroker shops?

* * * *

The Hardware retailer is also annoyed and hampered by those jobbers who sell staple and seasonable goods to grocery stores, building Hardware to planing mills, etc. All these things curtail the business of the legitimate Hardware retailer, the jobber's best customer, who has a just right to protest and seek to stem the growing evil. If such houses must have and will sell such goods let them be forced to purchase from others than Hardware jobbing houses, which insist that the manufacturer maintain a differential in their favor and against the interests of the legititmate Hardware dealer, yet leave him to meet and combat this outside competition, which the jobber himself has assisted in building up.

The only Executive Committee meeting since our last convention was called in July at the Grand Hotel in this city to consider the question of insurance, which is a matter of such importance that all the officers of the association were summoned, and all were in attendance except Mr. Hall, who was ill. As you are aware, it is exceedingly difficult to

FORM A MUTUAL FIRE INSURANCE COMPANY IN INDIANA

because of the $50,000 premiums. These premiums are represented by the notes of the membership applying for insurance to the amount of $40,000 and $10,000 in cash. Those present last year will recall the effort made during the convention to secure pledges for insurance. This work was vigorously followed up after adjournment by our secretary, but every effort failing to bring us in sight of success, your officers decided it was useless to push the matter farther at that time. Since, in considering the indorsement and recommendation to our members of one or more mutual Hardware fire insurance companies already in existence, the committee could come to no unanimous agreement, and we adjourned without action, referring the whole matter of insurance to this body now assembled, which must decide as to future attempts to organize an insurance company of our own. I believe I express the unanimous feeling of your officers when I say we question the wisdom of pushing the matter farther.

There are now in successful operation several mutual Hardware fire insurance companies which can write all the insurance our members will take, and is it not better to give our insurance to such companies and add our strength to theirs than to incur the expense of keeping up an insurance company of our own? Will not our savings upon premiums be greater? Is it not better to have a few strong companies than a multiplicity of weaker ones? None of these mutual companies will write a policy unless the applicant is a member of a State association, and we thus get the same results as though we had an insurance company of our own. I am informed that our membership is now carrying almost $750,000 insurance in these various mutual companies. Two or three of our members who have had policies with them have had fire losses the past year, which have been promptly and satisfactorily adjusted—more promptly than by old line companies. It is left for you to decide this matter.

While many other matters in association work have required our attention and enlisted our interest, the most absorbing topic since last Spring

HAS BEEN THE CATALOGUE HOUSE QUESTION,

this paramount cause for the formation of retail Hardware associations, the burning question in all discussions.

* * * *

I deem this a proper time and place to set aright certain erroneous and mischievous ideas which have crept into the minds of some contributors to the trade papers, whose letters, following Mr. Norvell's in *The Iron Age*, I read carefully. Remember, all I say on this subject comes from me as a retail merchant, a member of your association, not as a member of this Joint Committee, and for my words I am individually responsible. The idea which I consider especially pernicious is that of a boycott in connection with this matter.

NO GREATER MISTAKE COULD BE MADE,

for at no meeting that I have ever attended has such an idea ever been discussed. Not for one moment would it be tolerated by a body of intelligent Hardwaremen.

* * * *

When a manufacturer, utterly indifferent as to the price at which his goods are to be marketed, sells to catalogue houses, need he be surprised, has he any right to cry "boycott," when jobber and retailer cease to sell his goods which both must handle without profit? Profit in selling goods is the life blood of both wholesaler and retailer and if to keep this blood in his veins the merchant must needs change food and climate, who shall condemn him? We as merchants resent the imputation of boycott and urge that the distinction between it and self-preservation be understood and proclaimed.

* * * *

JOBBERS' PRIVATE BRANDS

have recently been receiving considerable attention through the trade press and convention discussions. It is "frenzied merchandising" for manufacturers to sell their established brands to cataloguers, who use them as leaders to exploit goods with which the public is not so familiar. The jobber in his turn is compelled to have private brands, and the retailer, glad to find goods not cut to death by the mail order houses, accepts their sale, advertises and pushes them, and there are many merchants who will testify that this brings good results and perfect satisfaction to customers. Of course no merchant could afford to sell any old private brand simply to be enabled to make a large profit. The goods must have merit before he can afford to touch them. More and more is he being forced into the use of private brands, and I hope to hear this subject thoroughly discussed by the membership.

* * * *

The retailers of this country are to be congratulated upon the fact that these three associations—the manufacturers', the jobbers' and the retailers'—have been brought into closer and more friendly relationship.



T. J. LINDLEY, VICE-PRESIDENT.

GREATER PROGRESS HAS BEEN MADE

in this during the past year than ever before. The retail members of the Wholesale and Retail Hardware Joint Committee were the guests of the National Hardware Association at Atlantic City last November, and with the jobbers were invited by the manufacturers into an open meeting for the discussion of subjects in which these three factors are interested. The Hardware Manufacturers' Association and the National Hardware Association have received from us invitations, which they have accepted, to send representatives to our national meeting in Minneapolis next month. This fellowship and affiliation cannot but be beneficial to all.

An address was then delivered by T. James Fernley, secretary-treasurer of the National Hardware Association. He said in part:

I am pleased to bring to you the fraternal greetings of the National Jobbers' Association of the United States, composed of 190 jobbers in all parts of the country—from coast to coast and from Canada to the Gulf of Mexico—an organization which is growing in influence largely because of the formation and maintenance of the Retail Hardware associations of the United States.

I want to thank you gentlemen of the retail interests of the country—Indiana and elsewhere—for having aided our association in the building up of this membership. I really believe that the presence of the gentleman who has just spoken to you here and his membership in the National Hardware Association are due more to the influence of the retail merchants of the country than probably any other one cause.

I come to you and say to you that your interests and our interests are interwoven; that one cannot suffer without the other being affected.

Mr. Fernley then referred to the proceedings of the Catalogue House Committee of the National Jobbers' Association at Atlantic City, and said that they had had the inside workings of this Joint Committee, as reported at Atlantic City, reprinted and issued in pamphlet form, and a copy would be furnished to the delegates present.

WEDNESDAY AFTERNOON SESSION.

The meeting was called to order by the president, when the report of the secretary, M. L. Corey, of Argus, was read, as follows:

Secretary's Report.

Report of M. L. Corey.

M. L. Corey, secretary-treasurer, presented the following annual report:

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In many respects the past year has been the most satisfactory one in our association history. We have added more new members; we have had less complaints; our members have manifested greater interest and have given more assistance. Relations with manufacturers and jobbers are friendly, and there is a growing disposition to recognize and inquire into conditions that affect the retail trade. We have good reason to feel encouraged and can face the future full of hope and expectation.

Other States report substantial progress and a record breaking attendance at conventions. There is general harmony and individual desire to render loyal co-operation whenever called upon.

We meet again, five years old. Nearly all of the firms that voted at Evansville in 1900 to adopt our present name are with us yet. A few dropped out, but have since rejoined. A reliable list of retail Hardware dealers of our State is hard to maintain and this information can best be furnished by our own members, and if some one would report from each county the changes or items that affect the Hardware line the information would assist the secretary in doing better and more effective work.

We take pleasure in acknowledging the assistance given by many of the Indiana traveling men. Almost universally they have advocated our cause as being worthy of support and indorsement. One year ago we voted to receive these camp followers as honorary members, and while this was a new feature and no special effort was made to secure a large list, fifteen traveling men paid their dollar and have membership cards. Other States have adopted this feature and find it works well, and we recommend it to be continued and that the secretary be authorized to subscribe for the *Bulletin* for each honorary member. This will put our traveling men in position to talk association doctrine and results intelligently, as well as remove some of the friction sometimes resulting from indiscriminate selling. Up to the time of delivering this report 117 traveling men have paid their annual assessment at this session.

Some members have complained that not enough time has been given at conventions to discussions of trade matters. We have intended this year to give all a chance. Your officers are firm believers in the benefit of swapping experiences. This is your meeting, and the secretary has been authorized to take all the time that is needed in threshing out matters that may be brought before this convention. Many are here for the first time to-day, and we hope that all will feel perfectly free to express their opinions and bring up any question that you may desire discussed. In order to facilitate business the question box will be used, and you are all invited to patronize it liberally.

M. L. Corey, as treasurer, then submitted his report, which showed that a year ago there was a balance of $355.73; that receipts were $1,370; that the expenditures were $1,337.65, showing a balance on hand of $388.08.

T. J. Lindley, of Jeffersonville, then read his report as delegate to the National convention.

REPORT OF DELEGATE TO NATIONAL CONVENTION.

Sharon E. Jones, of Richmond, then read the following paper:

Does It Pay to Go Out After Business?

Going after business does not always imply searching for customers or business out on the road, but it may mean going after the customer when he calls at your store for something. I have seen men who posed as merchants or salesmen who could not sell to a customer who came into the store purposely to buy and the matter of quality or price did not enter into the case; but simply through failure to talk in the right manner at the right time they could not make the sale. So it pays first to go after the business in your own store when the customer calls. Many a customer has been driven away from the store by an incompetent clerk or a grouchy, dyspeptic merchant or salesman. And, fellow merchants, don't be too sure you are not guilty of such a thing. Complaints have been registered against several merchants of my acquaintance that I am sure do it thoughlessly.

* * * *

There are times when we have something special to offer our customers and it is impossible to see them personally or by representative quickly, as the case requires. We have used the telephone and telegraph and taken orders that would have been missed otherwise. The modern telephone is next to the personal call. You can talk into your customer's ear; he recognizes your voice and you his; you have the opportunity of approaching him. If you have his confidence your word over the phone is sufficient. If he be in the market and you tell him now is the time to buy and your price is right, you will likely get the order then and there.

Now that a large number of our customers have telephones in their houses and places of business it is coming to be a common method of reaching them. It costs on an average twenty-five cents to talk to a customer out of one's own home town, but the customer whom you call knows this and it impresses him as being important and urgent or you would not go to this expense. Of course this applies to the customer who is in need, or soon will be, of the particular goods you offer for sale at the time. I would not regard the telephone as a good medium for advertising or the finding of prospective buyers, especially among farmers.

* * * *

THE MAILS

are used, perhaps, more than any other method of selling goods, and this is done in different ways—viz., personal letters, general letters, advertising matter—and where this is well and judiciously done it has met with success. The catalogue houses use no other method, and show me the man who says they have not been successful to the extent they have been permitted to go. If this were not true the most vexing problem perhaps that confronts all retail dealers would vanish soon. I am not indorsing catalogue houses, but I do say that we would do well many times to be as persistent and explicit in going after business as they are. It is needless for me to say that it is not because they have the goods and the price that secures them the orders, but the making known of that fact to people. You may have the same goods and same prices or better goods and lower prices, but you fail to inform the people that you want to sell them to. The consequence is that the catalogue house gets the business by going after it, and I am afraid many of us are losing much business by going after the catalogue houses instead of going after the business.

* * * *

We find that personal letters do much good, and while not always order getters, they frequently are. The mail carries advertising matter and newspapers to any one who has an address in this part of the United States, and while such methods are seemingly overdone and money wasted thereon, it is the cheapest, and, when judiciously done, a good method of going after business; and regardless of how many methods you may have of going after business, this should be one of them.

There is absolutely no room for argument as to whether

ADVERTISING PAYS.

One need only look at the daily papers, magazines, circulars, etc., that are scattered broadcast, or inquire of the many advertisers as to whether it pays to go after business through the medium of advertising. Some of the largest and most prosperous concerns in the country never went out after business in any other way than by advertising. But notice how they do it. Catchy, to the point, often changed, in season, perpetual.

* * * *

I know I am speaking to more merchants who live in small towns than large towns, but many small towns have a newspaper, either daily or weekly, and recently I heard the owner of one of these papers say that he could not get merchants in his little town to advertise. They did not think it paid because of the smallness of the town. But the publisher got his advertisers from Richmond, Muncie, Indianapolis, and the consequence is these merchants were selling and shipping goods right into the little town at no better price than the merchant there could have sold them, but the people of his own town did not know the goods could be bought there.

Now, lastly, going out after business, either personally or by a representative: This, after all, is

THE METHOD THAT GETS THE BUSINESS.

Where the business will permit it the proprietor may do this more successfully than any one he could employ, and it should be done by the proprietor where conditions will permit, for the average customer would rather buy of the proprietor than of an employee. But in the larger towns this cannot always be done, for the buying and general management of the business depends on the proprietor, so that the salesman is employed to go out after business, and it has been the experience of some that the salesman can secure better prices than the proprietor. He may be "worked" as hard as the proprietor for a better price or rebate, but not having that authority he manages to land the order at his selling price, while the customer is often able to "work" the proprietor.

My experience and my observation have been that where a competent salesman has been sent out after business, whether it be to the farmer, manufacturer, contractor or any kind of consumer, he has met with success.

* * * *

THE TIME TO CANVASS

the trade for Spring goods is in the Fall; the time for Summer goods in the Spring; the time for Winter goods in the Summer. Why so far in advance? Because the average customer, especially among farmers, knows what he will need that far in advance, and if you are first to talk with him about it you find out when he will need it and if unable to sell it at the time you have him down as a prospective buyer for that article, and the next time you call you talk to him again about it or land his order for future delivery. This heads off the catalogue house, because the man will not buy from them in advance, for his money must go with the order. You have the advantage over your competitor because you are first on the ground. The chances are much in favor of the man who gets there first.

This method of going after orders is not confined to the farmers' trade. It can be used in almost every line. The fact is, this method is used by those from whom most of us buy our goods. We know that unless certain traveling salesmen called on us regularly some one else would likely get some of the orders, so that there are but a very few jobbers or manufacturers who do not call on the merchant regularly for business.

* * * *

F. E. Muzzy, of the J. Stevens Arms and Tool Co., delivered his address on

The Marketing of Well-Known Trade Mark Goods With Protection and Profit to Retailers.

Mr. Muzzy explained the position of his company and the manner in which they protected the retail dealers. He also touched on various subjects of interest to the members, such as mutual insurance, Parcels Post bill, etc.

A Mark of Appreciation.

A resolution was presented and unanimously carried presenting to M. L. Corey, secretary-treasurer of the association, $150 as a slight appreciation of the work done by him in behalf of the association.

The Question Box was taken in charge by Secretary Corey and a number of questions were thoroughly discussed.

WEDNESDAY EVENING.

The Banquet.

The banquet tendered the delegates by the manufacturers and jobbers of Indianapolis was a most enjoyable one. I. S. Gordon, president of the Indianapolis Saddlery Co., acted as toastmaster. N. A. Gladding, secretary of E. C. Atkins & Co., Indianapolis, welcomed the

(*Continued on page* 40).

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RECENT TRADE PUBLICATIONS.

THE AMERICAN WINDOW SCREEN COMPANY, 404 Penna. Building, Philadelphia, Pa., have issued recently a pamphlet exploiting their product. The booklet contains illustrations, descriptions, etc., also some "Necessary Points to the Purchaser," which, if followed, will insure a perfect fitting screen. They have put on the market this season their new "American" adjustable sliding screen. They state they have spared no pains in trying to give the dealer in this, a screen that can be compared favorably with the best made-to-order screens. They are finished similar to mission furniture. A very convenient price list is given in the back of the book. Send for a copy.

THE THOS. J. ELY MANUFACTURING CO., Girard, Pa., have sent us a copy of their catalogue No. 12, an attractive pamphlet of 60 pages, descriptive and illustrative of their Hardware and Woodenware specialties. The book includes mop heads, carpet and clothes whips, horse pokes, saw handles, hay knives, carriage top dressing, anti-rattlers, wrenches, waffle irons, etc. Their improved Handy Thill Anti-Rattler is something new. No traps, lever, wrench, hammers or assistance required. It is inserted from under side of coupling without moving nut or bolt; can be attached or detached in two minutes by any one and pressure increased when required. Packed one dozen pairs in a box. Write at once for catalogue.

THE SIMMONS HARDWARE CO., St. Louis, Mo., have sent us a copy of their 1905 catalogue No. 464. It includes such articles as refrigerators, baby carriages, baskets, tricycles, ice-cream freezers, boys' wagons, coolers, etc., etc., and is gotten up in very good shape. It is cloth bound in plain black. The book contains 103 pages and is very attractive, being illustrated throughout and the illustrations are accompanied by list prices. Another catalogue gotten up in the same style but with a plain green cover, catalogue No. 466, exploits their line of fishing tackle, baseball, tennis, athletic goods, etc. This book contains a list of sporting and athletic publications which are obtainable from the Simmons Company, among which are Baseball Score Books, Indoor Baseball Guide, Boxing and How to Train, The Art of Wrestling, Curve Pitching, Football Guide, Dumb Bell and Indian Club Exercises, Etc., giving price of each, and covering every line of sports. A third catalogue issued by the above concern is like the others only with a red cover and is devoted to Laclede Bicycles and parts thereof, blow torches, lathes, Morse twist drills, anvils, vises, hammers, rules, chisels, calipers, etc., and is also illustrated throughout. This book contains 100 pages. They keep in stock at all times a full line of Laclede Bicycles and they state "You can always get Laclede Bicycles when you want them." They keep a complete stock of repairs for each model and can furnish them for years after the machine has been sold. They can give any desired equipment on any model regularly carried in stock. Any or all of the above catalogues will be sent to interested parties.

THE CLAUSS SHEAR CO., Fremont, Ohio, have issued an attractive and novel pamphlet exploiting in an amusing way the many articles of cutlery which are manufactured by them. It is gotten up on the plan of a child's nursery book, such as

"A" is America's
Flag so grand
Clauss leads with "Old Glory"
The best in the land.

And so on, continuing through the whole alphabet, each letter accompanied by an appropriate illustration, and two letters to a page. It ends with

"&" here is the end
And beginning of all
Clauss cutters are best
For all folks, great or small.

Send for one of these unique pamphlets.

THE DIAMOND SAW & STAMPING WORKS, Buffalo, N. Y., have recently issued an attractive envelope size pamphlet catalogue devoted to their "Sterling" hack saw blades and frames. A small folder accompanying the above booklet exploits several of their most popular styles, such as hack saw blades for hand use and for power machines; the adjustable frame, which takes 8 to 12 inch blade; and solid frames Nos. 10, 20, 2 and 30, made of malleable (not cast) iron, strong and serviceable. A facsimile testimonial letter from a satisfied customer reads "Without your solicitation it is a great pleasure to us to say that the Hack Saw Blades we bought of you are the best we have ever used. A 14 inch blade in our power machine has been almost constantly in use for three weeks; other popular brands would last all the way from three seconds to three hours, and very rarely we could find one that would last a day." Send for their "Sterling" literature.

THE VAN WAGONER COMPANY, Cleveland, Ohio, manufacturers of Hardware, have issued a large pamphlet catalogue, devoted to Van Wagoner ball-bearing spring hinges, made in rolled steel, brass or bronze to match all finishes; lavatory, surface and checking hinges, strikes and stops. Top O'Door pivot hinges, door checks, holdback hinges, coil and rod door springs, wire coat and hat hooks, etc. The ball-bearing spring hinges possess the merit of sustaining the weight of the door. All frictional wear of parts is thus avoided, and there is no need of lubrication. The use of balls also brings the full force of the spring into action, almost none of it being used to overcome the friction or wear of the joints in this construction. This hinge has stood successfully most severe tests, and is superior in every respect. The special advantages of the Van Wagoner Top O'Door pivot spring hinge are: They are ball-bearing both as to weight and side thrusts. No other pivot hinge is so constructed. Working parts in door away from dust and wet. Ease of adjustment of spring power. Perfect alignment of door. Saves greatly in the expense of application. Send for catalogue for further information regarding their extensive line of products.

A. TREADWAY & SONS COMPANY, Dubuque, Iowa, have sent us a copy of their Spring circular for March, 1905. This "circular" is a very large pamphlet of 112 pages. The Treadway Company on January 1st moved their office and shelf goods department to the building formerly occupied by Schrieber, Conchar & Westphal Co., whose stock of heavy and shelf Hardware they purchased. The above circular includes an extensive line of Batcheller forks, Acme churns, Wizard tools and many other items. They have also added the specialties handled by Schrieber, Conchar & Westphal Co., such as Otsego forks, Favorite churns, Hawkeye tools, Key City and Iowa brands of goods in the Hardware line. They send this circular to many Hardwaremen who are not their regular customers. If you wish to be retained on the regular mailing list and have the Seasonable Circulars which they issue very frequently sent you, kindly advise them, or send for Discount Sheet applying to above circular.

THE BUCKEYE PAINT & VARNISH CO., Toledo, Ohio, have sent us a number of envelope size circulars, each exploiting one of their many products and each containing an illustration. The pamphlets are as follows: Buckeye Carriage Paints, prepared ready for use, ground in fine coach varnish, put up in half pint, pint and quart cans. Crystal-Rock Finish, the very best of interior and exterior varnishes. Buckeye Paint and Varnish Remover does away with burning and leaves a clean nice surface, and does not injure the hands; will also clean brushes immediately. Buckeye Mixed Paints, made from pure linseed oil, white lead, oxide of zinc and highest grade coloring materials. Buckeye White Lead will give a whiter finish, go farther and last longer, they claim, than any lead on the market. Buckeye Decorative Home Paints, a paint designed for household use, put up in convenient shape both for the consumer and dealer. Send for any or all of these circulars.

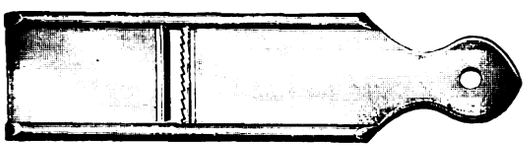
H. W. JOHNS-MANVILLE COMPANY, 100 William Street, New York, N. Y., are distributing among the trade a neat envelope size catalogue in pamphlet form, of Flange Joint Gaskets for which they claim the following points of superiority: "They are more efficient and durable than any gasket cut from sheet and are cheaper and easier of application; they are superior in every respect to metallic gaskets and cost less; they will stand the highest temperature and resist the most severe pressure; they compensate for expansion and contraction more successfully than any metallic, rubber or composition flange packing; they can be furnished in any desired size and shipped promptly. Send for catalogue.

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NEW GOODS AND SPECIALTIES.

THE FAVORITE CORN GRATER.

The attention of our readers is called to a new kitchen utensil of such usefulness that it cannot fail to be a good seller. We refer to the Corn Grater made by the J. M. Mast Mfg. Company, Lititz, Pa., whose advertisement appears in another page

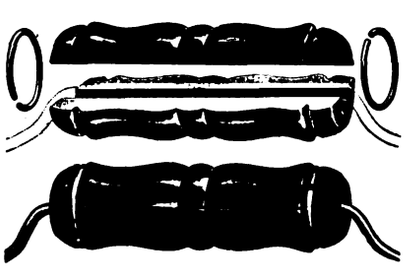


THE FAVORITE CORN GRATER.

of this issue. The cut herewith gives a good idea of its construction. The ear of corn is passed forward over the two blades shown: the toothed blade cuts the grain and the smooth blade scrapes out the kernels leaving the cob stripped of all the edible part of the grain. The parts are of fine steel and hard cherry wood and the whole is handsomely finished. With this tool, corn may be prepared readily for fritters, etc., as many toothsome dishes can be made with properly prepared green corn. Size 12 by 3 inches. They come packed one dozen in a paper box; one gross in a case.

THE LYON SLIP-ON HANDLE.

William I. Lyon, Waukegan, Ill., are introducing to the Hardware trade, the Slip-on Handle which we illustrate. It is designed to replace all broken handles on tea kettles, pails, food choppers and cooking utensils that have lost a handle and thereby made useless. In appearance the handle is a cylinder of Japanned wood, bound at either end by two wires. It is made of

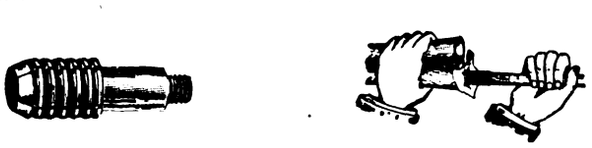


THE LYON SLIP-ON HANDLE.

maple wood. The ends of the pieces taper slightly which enables them to have rings of music wire, which is high in carbon, to give them elasticity. The cut shows the working of the device. Directions for attaching are as follows: Pry the handle just far enough apart to admit the wire ball, press the cut rings open sideways so the bail will pass through, put one ring on each side, hold the handle firmly together and slip the ring over the tapering end to the groove, with the opening in ring in the center of the wood, then slip the other ring on so that the opening in the ring will be on the opposite side of the handle.

STEVENS SHOT GUN CLEANER.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are the makers of the Shot Gun Cleaner, which is illustrated in these

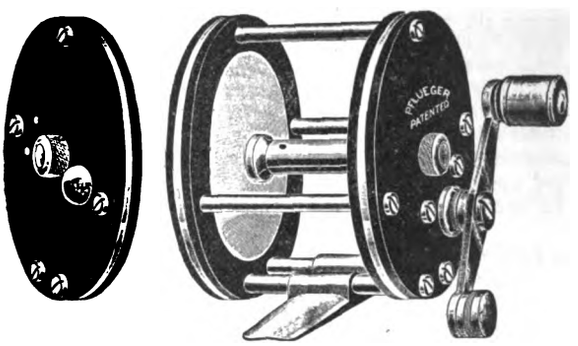


STEVENS SHOT GUN CLEANER.

columns, showing the manner of its use. It is manufactured of brass and is practically indestructible, the cloth patch with which it is used protecting it from wear while at the same time it prevents the metal from touching the polished surface of the barrel. The elasticity of the cleaner holds the patches of selected cotton fabric to their work throughout the length of the barrel, leaving no portion of it untouched. This cleaner can be used in 10, 12 and 16-gauge guns, and its good features are recognizable upon the first trial. This handy little article has lately been reduced from 50 cents to 35 cents which must largely extend its sale.

HARD RUBBER SALT WATER REEL.

The Enterprise Manufacturing Company, Akron, Ohio, are the manufacturers of Pfleuger's Patent, Neutralized, Hard Rubber Salt Water Reel. This reel marks a radical advance beyond all methods hitherto employed in the construction of large reels.



HARD RUBBER SALT WATER REEL.

As shown by the cut, thin plates of aluminum are placed between the hard rubber side plates, with the two-fold advantage of a considerable reduction of weight and increase of strength. This structural feature effectually prevents the warping or splitting of the hard rubber discs. Bushings, collars, crossplate, and the various other parts, are fastened directly to the aluminum plate, which removes all possibility of their working loose, or breakage. Bearings are of phosphor-bronze, and the pivots of Stubbs Steel, hardened. Spool, pillars, crossplate and crank of German silver, with handle of hard rubber, and hand finished throughout.

COMBINATION SHELF AND TOWEL RACK.

The A. J. Phillips Company, Fenton, Mich., are introducing to the Hardware and House Furnishing Trade the Combination Shelf and Towel Rack, suitable for kitchen, bath room or laun-



FIG. 1. WHEN NOT IN USE.

dry, shown in our illustration. It is nicely made from beech wood, having small holes every inch in the shelf back for nail-

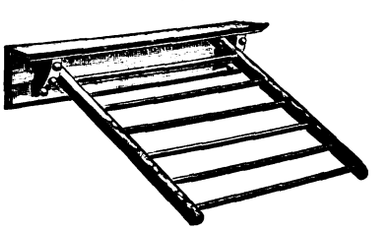


FIG. 2. RACK IN POSITION.

ing or screwing to the wall. It can be set at any angle. Fig. 1 shows the rack hanging under the shelf, out of the way when not in use. Fig. 2 shows the rack in position. The dimensions of shelf are 26 by 4 inches.

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READ'S REIN SUPPORTER.

O. B. Read Manufacturing Company, Troy, N. Y., are the manufacturers of the Read Rein Supporter, a simple device that is the most complete of its kind now before the trade. The accompanying illustrations will give an idea how this is accomplished. It holds the reins in position on the horse's hips; the

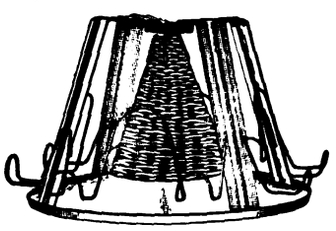


READ'S REIN SUPPORTER.

reins are thus prevented from getting under the horse's tail or hip strap ends. It is quickly attached to any harness and with other specialties from same factory, may form a valuable addition to a Hardware stock. O. B. Read Mfg. Company make a rein holder and rein fastener that meet the approval of the trade in every instance. Send for the circulars that demonstrate their efficiency.

FIVE-SLICE WIRE CONE TOASTER.

Harkins & Willis, Ann Arbor, Mich., are the manufacturers of the new "Five-Slice Incandescent Wire Cone Toaster," which we illustrate herewith. This device is thoroughly adapted for use on any gas, gasoline or oil stove. It has a convex bottom, and will fit any stove, and has a grooved edge to catch the



FIVE-SLICE WIRE CONE TOASTER.

crumbs; the peculiar construction of the wire cone enables it to throw out heat similar to a bed of coal. The wire toaster racks have provision for four slices while a fifth may be placed on top. If desired, a tea or coffee pot, if placed on top may be readily heated. In use, the toaster is placed over the flame, and when the cone attains a red heat, the bread is toasted by putting it in the wire holders.

OLINGER'S DIBLER AND TRANSPLANTER.

John J. Olinger, 133 West 120th Street, is the patentee and manufacturer of the very simple device shown here, which is called a Dibler and Transplanter for transplanting, inserting and removing plants from one place to another, or for a handy method of inserting fertilizer with the plant, at the side of the plant roots. This novel device consists of two jaws pivoted together, to form when closed a continuous round body which tapers to a

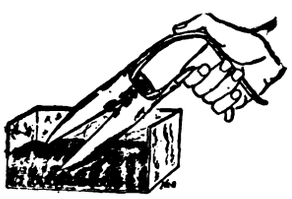


FIG. 1.



FIG. 2.

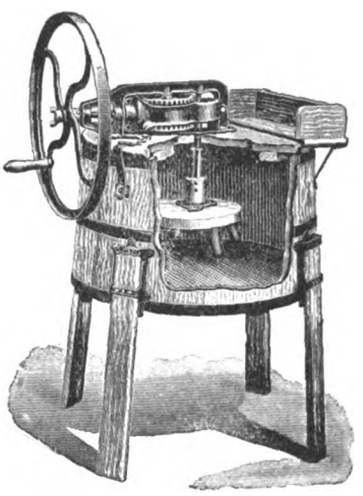
point, and adapts it for entering the ground easily. It has handles extending upwards from each jaw, but bent at right angles to the body, and capable of being grasped in a single hand. Springs secured to these handles hold the jaw in a closed position. Fig. 1 shows the Dibler when it is thrust into the fertilizer contained in box, and has been opened by pressure upon the handles. When the pressure of the hand has been relaxed, the points are closed by means of a spring inside, retaining as much of the fertilizer as may be desired. Fig. 2 shows the Dibler closed and ready to thrust into the ground. Fig. 3 shows it after it has entered the ground and been opened by pressure of the hand. The fertilizer at once drops into the hole, the amount used being easily regulated at the pleasure of the person doing the work. It will be seen by means of this tool the double process of planting and fertilizing can be accomplished at the same time, saving labor and expense. It also enables the farmer or cultivator of the soil to be economical of his fertilizer and avoid all waste.



FIG. 3.

IMPROVED "BOSS" ROTARY WASHING MACHINE.

The Boss Washing Machine Company (P. O. Station H), Cincinnati, Ohio, are the manufacturers of a high speed Rotary Washing Machine that, among its other points of superiority, is noted for the following: It claims to have the highest speed of any rotary washer; thirty-nine revolutions of the dasher to



IMPROVED "BOSS" ROTARY WASHING MACHINE.

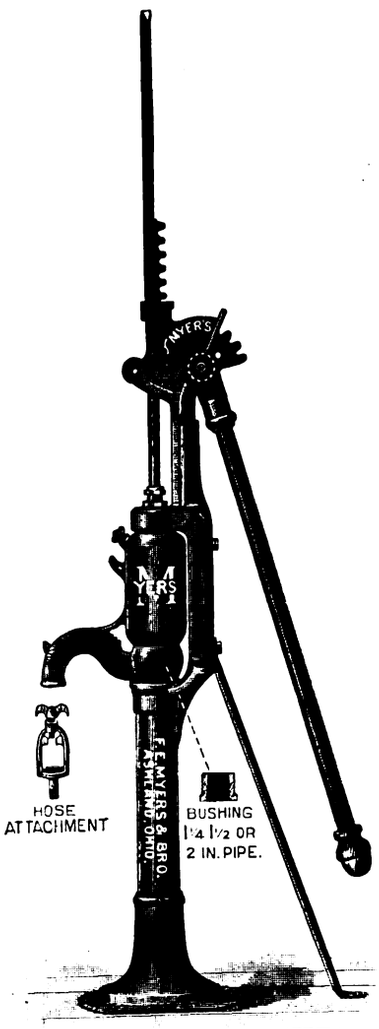
fifty turns of the fly wheel. The machine operates with perfect ease, without wear to the parts, because the gears are arranged and so proportioned in size as to gain power and reduce friction. The gears are shielded, protecting against any possible danger. The projecting of dasher post through the dasher has been eliminated, permitting the dasher to do more effective work, and preventing the entanglement of the clothing around the dasher post. The hinges to lid permit of the entire lid, with gearing, being detached from tub, for the easy convenience of washer; and thus permit the tub to be used for other purposes. All castings and bolts on inside of tub are galvanized to prevent rust. All castings on outside of tub are finished in colored enamel paints guaranteed to withstand any exposure. It is claimed any other style of finish will not stand outside exposure. This machine is finished in a natural wood finish.

THE RATCHET HANDLE TUBULAR WELL STAND.

Among the recent pumps added to the assortment of F. E. Myers & Bro., Ashland, Ohio, attention is called to the make up of their Fig. 1107 which represents the Myers Force Pump Head or Stand, as made with cog gear or ratchet handle. The advantage of this style head is that it allows the piston to move in a direct line without swaying from side to side, as is necessary with the ordinary handle. It does away with all links, friction guides, etc. The pump rod opposite the handle comes in contact with a roller bearing, which reduces the friction to a minimum. Another advantage of this style fulcrum is that it gives an 8 inch stroke with a 3 inch fulcrum, as against the 5½ inch fulcrum with the ordinary style handle. This special leverage adapts the pump to deep wells. The general construction of

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this stand, with the exception of the handle fulcrum and handle, is exactly the same as their regular Myers Tubular Well Stand as shown under Fig. 831 or 900. The stand can be fitted with

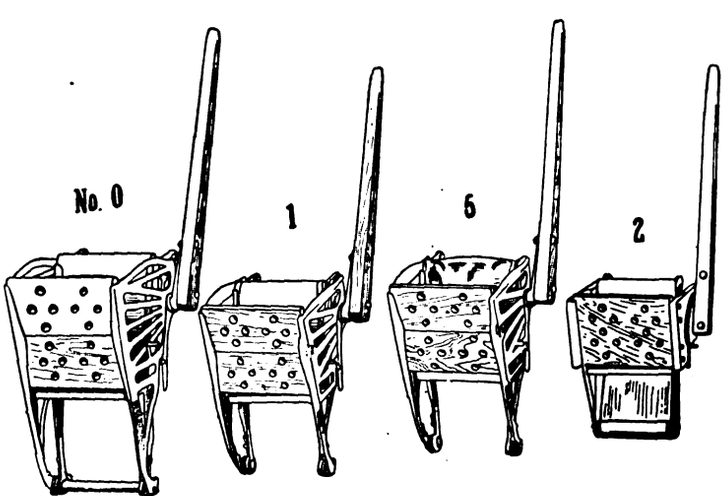


MYERS RATCHET HANDLE TUBULAR WELL STAND.

cock spout and back outlet similar to Fig. 1053. The handle is 1 inch pipe and can be lengthened by user to suit any depth well, and the pump is tapped for two inch pipe, and bushed for one and one-half, and one and one-quarter inch pipe.

WHITE'S PERFECTION MOP WRINGER.

The White Mop Wringer Company, Fultonville, N. Y., are the manufacturers of the White's Perfection Mop Wringer, which we illustrate herewith and which possesses advantages over sim-

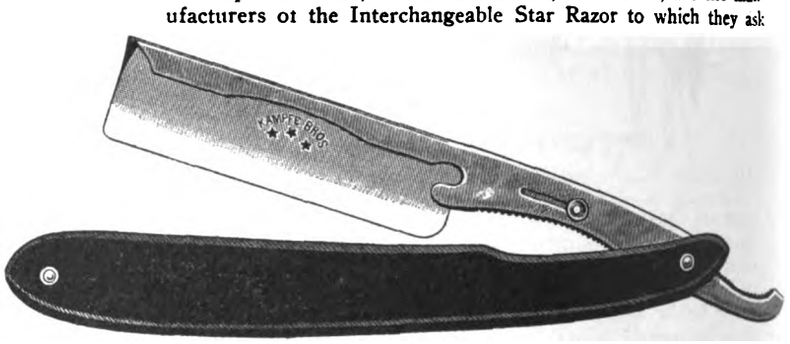


WHITE'S PERFECTION MOP WRINGER.

ilar appliances to make it one of the most salable specialties of its kind. It will fit any pail and does not require any fastening, and can be instantly removed if desired. It will fit any description of mop, either home made or commercial. The number 5 is especially made for round mops and it is claimed no other wringer is suited to this description of mop. The wringing is done by a squeeze of 25 pounds pressure placed on the handle, which places 400 pounds on the mop, which is greater than can be obtained by any other appliance. No lifting or pulling is required but simply to lean forward on handle of wringer. They are made in four sizes, suitable for every purpose they can be called for.

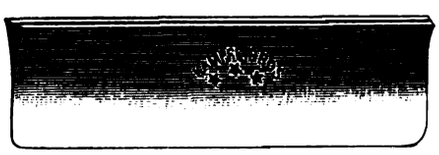
KAMPFE'S INTERCHANGEABLE STAR RAZOR.

Kampfe Brothers, 8-12 Reade Street, New York, are the manufacturers of the Interchangeable Star Razor to which they ask



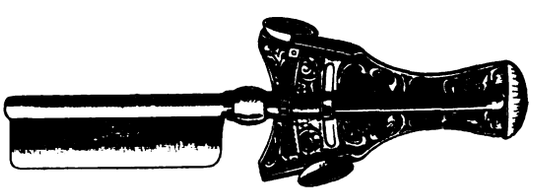
KAMPFE'S INTERCHANGEABLE STAR RAZOR.

the attention of the trade. As will be seen by the illustrations we present it is a razor put on the market in the regular form with hard rubber handle, and with the holder made of German



REMOVABLE BLADE.

silver, so that it is made exceedingly attractive in appearance, and is made so that it rests nicely in the handle. This razor is placed upon the market because many prefer to use an old fashioned razor, and would prefer one they could keep in order. No razor can shave properly unless properly stropped, giving it the keen edge which cuts the beard and does not pull or scratch. The



SPECIAL STROPPER FOR RAZOR.

Interchangeable Razor overcomes that difficulty. It is an old style razor, improved, having interchangeable blades to be inserted in the new handle. These blades can be stropped with a special stropper made by Kampfe Brothers and they are offered in sets complete, which consist of razor and handle, Star stropper and diagonal strop. The sets are provided with two, three, four or seven blades in cases complete.

✤

W. H. ANDERSON & SONS, Detroit, Mich., are the authors of an extensive price list of cold chisels and plumbers' caulking tools of which they are the manufacturers. The book is in pamphlet form and contains 40 pages, and the quality is high grade in all details. They manufacture every article shown in their book and are also in position to make tools of special design in any quality. They list two grades of tools "Common Grade" which they state, are of the quality usually carried in stock by jobbing houses; and the "High Grade" which are intended for those wishing tools that will stand up under the most severe test. The fact that they have been making tools for over thirty-three years would seem to be an indication that they make satisfactory tools. With the above pamphlet are sent two smaller ones, one exploiting their Automobile Jack which is a powerful, quick and positive acting Jack, specially designed for automobile use and weighs eight pounds; the other is a catalogue of Adjustable Flower Stands of their manufacture which have a range from sixteen inches to five and one-half feet. They eliminate all danger of potted plants being destroyed by falling from insecure supports. Any of the above booklets will be cheerfully sent upon request.

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MISSOURI RETAIL HARDWARE DEALERS' ASSOCIATION

The Seventh Annual Convention of the Missouri Retail Hardware Dealers' Association was held at St. Joseph on February 21st and 22d. The sessions were held in the Commercial Club Rooms, and it was conceded to be the most successful meeting ever held by the association, the delegates present numbering over one hundred.

TUESDAY MORNING SESSION.

After the meeting was called to order D. C. Reeves, the Acting Mayor, delivered an address of welcome. This was supplemented by E. A. King, president of the Commercial Club, who, on behalf of the club, made the delegates welcome to the rooms they occupied. M. D. Ayers, president of the St. Joseph Retail Hardware Dealers' Association, made a few remarks, welcoming them on behalf of the local Hardware association.

President Taylor Frier, of Louisiana, replied to the several addresses collectively, and then appointed the following committees:

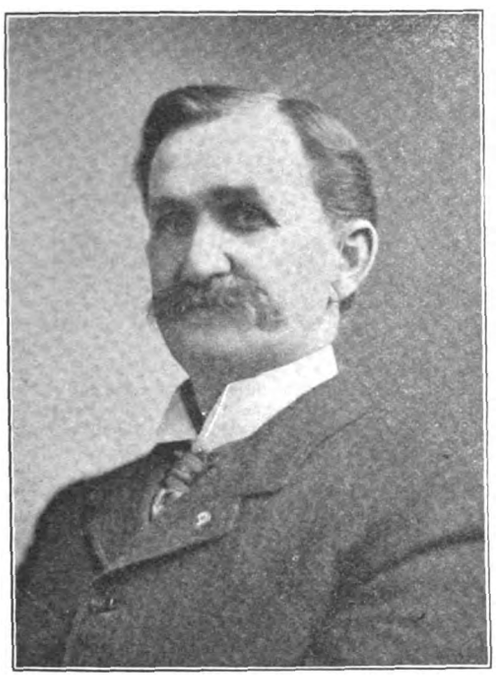
PRESS—M. D. Ayers, S. P. Johnson, Fred. Neudorff, J. S. Boehl.

RESOLUTIONS—W. T. Shoop, G. L. Phillips, F. P. Haus, F. P. Wengert, R. H. Meyers.

MEMBERSHIP—F. P. Haus, W. C. Post, G. A. Pauly, W. Hinde.

J. Erickson was appointed sergeant-at-arms.

After the payment of dues was attended to in a short recess the president read the following:



TAYLOR FRIER, PRESIDENT.

President Frier's Address.

from which we made a few extracts:

We are living in an era when if any dealer expects to keep abreast of the times, he must give more attention to organized efforts, especially when we note the progress that has been made in other lines by the same agency. We, as Hardware merchants, should take a retrospective view of the conditions of the trade that existed in this State prior to our organization and compare it with the conditions of to-day. Those of us who are members and have kept in touch with the association realize and know there has been a vast improvement, therefore it is the manifest duty of each of us who are members to assist in interesting the dealers in this State who are not members and as yet have not contributed any of their thought, energy or means to bring about this result. Those who, with myself, were present at the first organization of this association know full well that at the time we not only did not have the assistance and sympathy of the jobbers and manufacturers, but, on the contrary, we might say we were looked upon with suspicion and as a thing that should be carefully avoided.

WHAT ARE THE CONDITIONS TO-DAY

in this respect? The National Hardware Association, composed of jobbers and manufacturers, and the Southern Jobbers' Association, are working hand in hand with the National Retail Hardware Dealers' Association, of which we are part, for the common good.

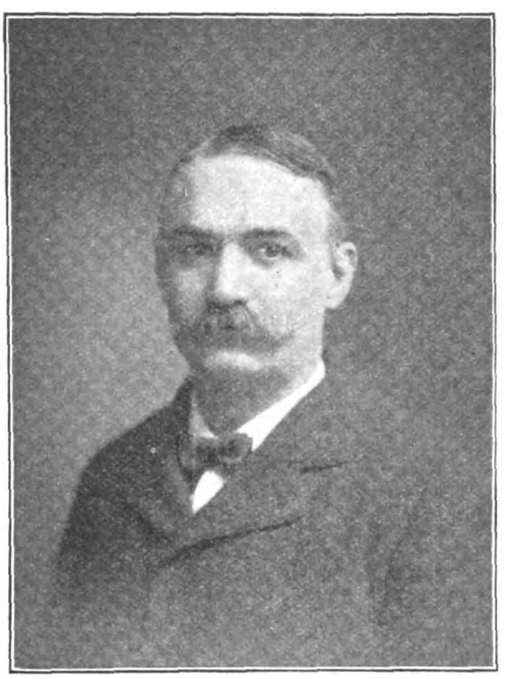
The worst enemy to legitimate business that we retail Hardware merchants have to come in contact with is catalogue house competition. There was created during the past year a joint committee appointed from the National Hardware Association, the Southern Hardware Jobbers' Association and the National Retail Hardware Dealers' Association. These three committees organized what is termed the Wholesale and Retail Hardware Joint Committee, for the purpose of considering this question and at the same time to take some action looking to the co-operation of the manufacturers and jobbers in lining up all who were in favor of legitimate trade as in opposition to this incubus that has fastened itself upon the retail interests of our country.

The result of the work of this joint committee was given in a report to the National Hardware Association during the month of November, 1904. Said report discloses that by correspondence and personal visitation the committee has secured the signatures and published a list of 531 manufacturers who say they do not and will not sell their goods to catalogue houses. The jobbers also realize fully that their business is jeopardized as well as ours, and hence they are almost a unit on the proposition to eliminate the catalogue houses.

I wish to state that the trade at large in my judgment

OWES A DEBT OF GRATITUDE

to this Joint Committee for the work that they have done during the past year. I believe as an organization we should pass a resolution commending them for their work, and request that the same committee be continued from the different associations for future work along the same line. Let us not only commend them for their work, but work in harmony with this committee, giving them our hearty co-operation, not only as individuals, but as an association. In buying goods let it be the purpose of every one to buy only from such as are with us in this fight. In other words, if we know of a manufacturer or jobber who refuses to stand with us on a proposition of this kind,



FREDERICK NEUDORFF, SECRETARY.

notwithstanding his prices may be as low or lower than those who do stand with us, let us give the preference to the firm which is ready to co-operate with us in eliminating this evil.

This committee recommends that State associations use their efforts to have the members of said associations as well as all retail Hardware merchants organize committees in their several towns to investigate the quantity of goods being shipped into these committees' own towns, obtaining the names of such buyers, and then use all proper means and methods to keep such business at home. I strongly commend this to your attention, and hope that at this session we shall take steps to carry out this recommendation.

You no doubt will be pleased to know that our association has made some progress during the past year. Am glad to say that our growth in membership will show an increase of at least twenty-five per cent. While this is no doubt gratifying to you as well as your officers, at the same time we feel that it has not been what the association deserves. Strenuous efforts have been put forth by your secretary and the officers to interest the dealers in this State, and while we are glad to report the results as stated above, at the same time we feel that they are not what could be accomplished if we had the hearty co-operation of the membership. How to arouse an interest in the membership and get their co-operation is one of the problems that your officers would like to see solved by this convention.

I desire to again appeal to the membership that

WE CO-OPERATE WITH EACH OTHER

for the mutual advancement of our association and in making it one of the foremost of State organizations. This much desired end is not only mutual business interest, but implants in the hearts of our brother dealers a recognition of the fact that we do not live to ourselves in any of the relationships of life and that we are to a certain extent our brother's keeper, and should therefore work for and in the interest of the universal brotherhood of man.

Let me indulge in the hope that during the present year each of our

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fellow members will take it upon himself to add at least one dealer to our growing ranks and thus confer upon such new member an opportunity to secure the benefits, satisfy the conscience, extend ease to the mind, and help to banish worry and care forever, and thus constitute a boon to his home and family. May the progress of our organization continue as it has and may Onward and Upward remain our inspiring watchword.

After the address had been referred to the Committee on Resolutions Secretary Fred. N. Neudorff, St. Joseph, read his annual report.

Secretary's Report.

Since our last meeting in St. Louis we have entered upon a new era in our association work. In the effort to establish the association on a permanent basis the best thought of all past and present officers has been given. We have all learned the lesson long ago that patriotism that pays is the dependable kind, and while the officials who were in touch with the actual work knew something of the actual results benefiting the retail Hardwaremen "one and all" in a direct manner, yet the members at large knew of it only in a general way and that was not impressive enough to hold them steadfast and loyal to the organization. So after two years of investigation and discussion enough pledges were secured at our last meeting to warrant your officers to enter upon the work of establishing an insurance department. The actual work was slow and laborious, because the field was a new one to all of us, and especially so to the secretary. Blanks and forms had to be prepared, constitution and by-laws written, and all so prepared as to be in harmony with the laws of our State which control such matters. It was a difficult task and a source of mental strain and worry. Then came the work of organization, and this was finally accomplished to the satisfaction of the insurance commission of the State, and our company was ready to write policies.

Permit me to say this in compliment to the loyalty of our members: We presented a new and the hardest problem in the insurance field that had ever been attempted, but for that very reason the safest and best plan ever devised in that realm, and they loyally stood by the organization and put it on its feet. Some other plan might have brought quicker and better results, and I trust that in our insurance meeting some quicker and easier plan may be devised and accepted that will give us the same assurance of safety. One fact is certain: We are growing too slowly and the profits therefore will not be as satisfactory as with a more rapid growth. I mention these things in my report as secretary to give you some idea of the extent of the labor performed for you by this office.

* * * *

I trust at this meeting some arrangement can be made to send out a solicitor for the insurance and association work. It is the only method whereby we can build up to the prestige we should have. We have grown nicely through the past year, but not at all in comparison with what we should have done. Our finances are in the best condition they have ever been. Results from the manual receipts last year were very pleasing, due to the great kindness shown by the trade, and especially by the Simmons Hardware Co., and you will be pleased to know that over one-half this money remains unexpended. You will also be gratified to know that this year's manual also places in our treasury an amount which enables us to greatly expand our work. I have all the work under perfect system, for without it I could never hope to fill the position. I shall be pleased to show all our members the volume of correspondence and method of carrying on their work.

There *is* one final thought I wish to leave with you and ask your consideration of, and that is the best plan to treat local competition among ourselves. To my mind that is of greater importance to ourselves in every sense than any other question. Is there not too much envy, jealousy and lack of brotherhood in our intercourse with one another? Is not the field great enough and the harvest ripe enough for all of us to allow us to reap the fruits that come with self and neighborly respect?

I confess that personally I might do much better and no doubt all of us lack something of perfection, and I wish this convention would show the way to a better understanding and more fraternal intercourse.

I have felt a great pride in the membership of the Missouri association. It is a rare thing and a happy remembrance to know that in three annual meetings such perfect harmony prevailed that not one solitary negative vote was cast after the candid talks, investigations and explanations had been given. It is a remarkable thing to record such unanimity, and we ought to be proud of this record. It has been a pleasure to serve you, and I thank you one and all for your kind forbearance and right good will towards my shortcomings of both head and heart. You would all be not only the best fellows on earth as you are now, but be sprouting wings for eternity if you would each engrave the words "do it now" upon your business escutecheon when answering correspondence from this office.

After a few laudatory remarks, the president introduced Sidney P. Johnston, of the *American Artisan*, who addressed the convention on

Impressions of Association Work.

He said in part:

After a temporary reference to the fact that a local Hardware organization or a local merchants' organization can do more effective service in the

ESTABLISHMENT OF A CREDIT BUREAU,

the regulation of prices, the cutting out of the trading stamp evil, and many similar lines, than the individual merchant, no matter how gifted he may be, we would point out the utter inability of a Hardware dealer or any other individual to cope single-handed with the fire insurance trust. Missouri may be a happy land, where the arbitrary and exorbitant rates of the insurance combine annoyeth not, but if so, it is better off than Illinois, Wisconsin, Indiana, Minnesota or Iowa to my personal knowledge.

I believe that it is worth a fixed amount of money to insure any given property. If I had the money, I would be tickled to death to personally insure every Hardware dealer present at the Board rate, for I know I would make a very good thing of it. Sixteen hundred lumbermen were scattered through the Northwest and it should be borne in mind that lumber is a more dangerous risk than Hardware; they were recently asked what percentage of the money they had paid in premiums in the last five years had been returned to them in fire losses, so to speak, and it was found that the old line companies had only paid back to these sixteen hundred men twelve per cent of the premiums received for five years.

Other statistics all point along this line, and show that if you gentlemen would allow me to insure you at old-line rates I would be getting something very good. However, I am not in the insurance business, and since human nature is selfish, if it would be a good thing for me to insure you, why wouldn't it be a good thing for you to insure yourselves?

The opportunity is presented in your own insurance association and it seems to me that a study of its annual report shows that it offers both safe insurance and cheap insurance.

The convention then adjourned until the afternoon.

TUESDAY AFTERNOON SESSION.

After being called to order at 2 p. m., the president introduced F. E. Muzzy, vice-president of the J. Stevens Arms and Tool Co., Chicopee Falls, Mass., who addressed the convention on

The Proper Distribution of a Hardware Production.

A paper prepared by H. W. Beegle, Chicago, on

Novel Methods in Advertising,

was then read by William H. Hahn, St. Louis. It was in part as follows:

We do not build health, intellect or business by leaps and bounds, but by attention to little things. In western New York is a very successful Hardware merchant who prides himself on the fact that he has never advertised. In seeking for a cause of his success I found out that he knew every man, woman and child for miles around. He had a hearty handshake and a genial salute for each. Also that same atmosphere pervaded his entire force. He has reduced it to a system, and I consider it an excellent, if a novel, method of advertising. From the fact that every man and woman, regardless of their station in life, are more susceptible to an appeal that is addressed to them personally than they are to one made to the world at large, the tongue is an excellent medium of advertising. It can give more or less emphasis as may be needed for each individual. It may put each hearer in a good humor, so that the hearer will be more receptive.

But, says some one, it is not my nature to be sociable. If any one feels that way he should forget it, and take as his doctrine that every man can be what he wants to be if he wants to be what he ought to be.

PEOPLE EVERY DAY ARE BECOMING MORE FASTIDIOUS.

A dirty, gloomy, poorly arranged store, that store where dust is on the goods and you bump your knees against the nail kegs under the counter, is patronized only because of necessity, not from preference. It should become "Warrenized" or the trade goes elsewhere. Not only do the people like clean stores, but they like clean salesmen to wait on them. They do not like to see either the collar or the finger nails in mourning. In these days of abstinence practically every woman and many men object to tobacco. Your customers are individuals frequently with peculiarities. There is money in having each of these individuals pleased. A man whose annual business runs into the millions said: "The best advertisement is in giving the biggest bunch for a dollar." That does not always mean the goods at the lowest price. You may give value in service, courtesy and attention. If the store is dirty, unpleasant, badly managed, nothing is paid for service.

"THANK YOU."

It is such a novelty for a salesman to say to me, as I pay for a purchase and am leaving, "Thank you, call again," that I appreciate it and do return when I can. This novelty costs nothing and is appreciated by ninety per cent of buyers.

* * * *

The employees in no other line of business will average as high in intelligence and ability as those found in the Hardware store. It is the boy, vigorous in body and mind, who takes to Hardware. He should understand that unless he concentrates his mind and heart on his business, so as to know it from pincers to pans, from razors to rasps, he will never get into the prosperity class.

Is space in the Hardware store too valuable for some chairs—not for loafers, clerks or drummers, but for a customer who is not in a hurry to leave? If a woman can sit down and study your washing machine as restfully as she can study the mail order catalogue she is more likely to see the points of advantage in your machine. Besides, some people like to go to stores where they are not expected to leave immediately after spending their money.

DON'T WAIT FOR IDEAL CONDITIONS.

They never come. You must make them. If a catalogue house several hundred miles distant is securing the business of your friends and neighbors, it is up to you to show more interest in them than does the catalogue house. Do you not think that a clean, well arranged Hardware store with a good stock at right prices, which is pervaded by a genial, cheerful atmosphere, where goods are intelligently and courteously shown, would have a constantly increasing number of regular customers?

I have already stated that people had many needs which they had not yet discovered. You also recall that there is a necessity for increasing the purchase of each customer. Let us meet this last necessity by discovering to the people the many needs which we can supply.

There can be two profits made out of a customer—the one on the goods he intends to buy, the other on such goods as you interest him in.

NOTHING BOOMS BUSINESS LIKE SHOWING NEW GOODS.

At a convenient location in the store, one which must be passed by

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all, have each week a new article which will interest the women; also one that will interest the men. Then let the merit and utility of these articles be given in a most condensed form to each salesman. Make it a point not to let any one out without securing at least a passing notice of these new things. This may not result in immediate sales, but the people will appreciate your courtesy and attention. You establish a reputation for enterprise and having new goods.

* * * *

F. P. Haus, Iberia, made an address to the convention on

Stove Troubles Up to Date,

which was exceedingly characteristic.

O. W. Johnston, of Marshall, read an appeal

To the Manufacturers and Jobbers from the Retail Hardware Trade,

as follows:

For fear our continued, unrelenting and organized efforts against catalogue house competition may not be rightly understood by some manufacturers and jobbers and the public at large, we desire to state clearly and most emphatically our position, setting forth the principal and, we think, just and reasonable grounds for our opposition. In this land of the free and brave, living under the best government on earth, which guarantees to every citizen alike the peaceful pursuit of his chosen profession or trade, we have no desire to do violence to this sacred principle so dear to every American heart. No institution, order or association can succeed, and should not, which is guided by greed and selfishness rather than justice and truth. To question the right of any man or set of men to engage in business and solicit patronage from any section of the country in a legitimate way, either by catalogues, newspapers, circulars or representatives, would be to question the efficiency and justice of our own system of government. In our appeal to manufacturers and jobbers we do not seek to destroy or injure the men who sell their goods through catalogues, but insist upon another principle of our government—equal rights to all, special privilege to none. Can the retail dealer meet the catalogue price on an article that you charge him $1 for and sell the same to the catalogue house for 85 cents? It is this unfair and unjust discrimination that we are offering our solemn and determined protest against. Some of our jobbing friends have suggested that we discontinue selling the established factory brands and put in jobbers' or special brands on which we can get protection. We cannot accept as a practical and righteous solution a plan which places the retail Hardware dealer in a false position. Should he claim his article to be as good as the one offered by the catalogue house, when in fact it is not, how long could he hold the trade or confidence of his customer? * * * Since the solution of this question lies wholly with the manufacturers and the jobbers, we hail with delight the firm stand and interest manifested in our behalf by so many leading manufacturers and jobbers, and we call upon every loyal retail Hardware dealer to stand by those who are helping us in this struggle, remembering that ingratitude is the basest of all crimes.

In the evening, at 7.30 o'clock, A. F. Sheldon, principal of the Sheldon School of Scientific Salesmanship, Chicago, made an address entitled "Science of Salesmanship." The lecture was interesting and instructive and was listened to with close attention.

J. A. Warner, of St. Joseph, addressed the conventions as follows on

Catalogue House Competition.

I firmly believe that if the retail dealers of the country would use the same amount of energy and copy to some extent at least the methods of the catalogue houses they would be able, in a great measure, to counteract the evil effects of their competition.

IF YOU HAVE SOMETHING TO SELL

It is well to let the public know it through the medium of your local newspapers or by means of circulars. I have even thought that it might be practicable to issue a small catalogue illustrating certain lines of goods which bear a good profit and which you are desirous of pushing. You do not find the catalogue houses making a very strong talk on Nails, Barbed Wire, Rope and other unprofitable goods. They are after the profitable business, and in this respect at least their methods might be copied by the retail dealer with profit. The staple items will take care of themselves. If John Smith wants a few pounds of Nails he knows that the Hardware dealer has them and will go to him for them. However, Mrs. John Smith may not know that you have a Bread Maker, Sewing Machine or other household article which she no doubt needs, if you will only make an effort to convince her of the fact. If your goods are arranged in an attractive manner she may find other items that she is equally in need of. If you advertise in newspapers change the matter frequently and always advertise goods that are seasonable at the time. Some dealers will contract for space by the year and never change the wording of their advertisement, which is a great mistake. Advertising is expensive, and you should get as much as possible for your money by calling attention to as wide a range of articles as possible.

STUDY THE C. H. CATALOGUE.

Every dealer should have the latest copy of the catalogue house catalogue on his desk and it should be studied carefully so that he may obtain a good idea of the goods carried by these houses and the prices at which they are sold. In a great many cases it will be found that these prices can be profitably met, taking into consideration the transportation charges and the fact that cash with order is invariably demanded. In this connection it might be well to state that if you can get your business on a strictly cash basis you will find it a great help to enable you to meet catalogue house competition. Another advantage of being familiar with the goods sold by catalogue houses is that you may avoid as far as possible carrying the same lines. It is to be regretted that many standard brands of goods are sold by these houses, but we believe the time is not far distant when they will be fewer than they are at present.

* * * *

The convention then adjourned until Wednesday morning.

TUESDAY EVENING

Was devoted to a banquet given to the Missouri Retail Hardware Dealers' Association. The Hardwaremen, local and otherwise, marched into the elegant dining-room of the Hotel Metropole to partake of a banquet given by the wholesale and retail Hardware dealers of St. Joseph, where, until 1 a. m., they were entertained and edified with addresses and musical selections. Munson D. Ayers officiated as toastmaster.

WEDNESDAY MORNING SESSION.

After the meeting was called to order an extended discussion took place on the subject of the Missouri Garnishment law.

The Question Box was then taken up and the questions found in it well debated.

Secretary Neudorff said the matter of insurance was the most important one to consider; the official statement filed with R. G. Yates, superintendent, shows that the total premiums collected in Missouri during 1904 were $7,467,020.93, while the fire losses were $2,452,169.53, saying this shows that the premiums over fire losses left a balance of $5,014,851.40. Secretary Neudorff then read the following

Insurance Report,

saying in part:

An investigation of the risks we carry will show an amazing discrepancy in rates. Your secretary has been very careful in accepting risks and has rejected quite a few in your interest. We have in this State a bureau under control of the old line companies which aims to fix an equitable rate on all insurance risks in this State, and this rate is referred to in our contracts and agreements with our members as the "board rate." It is just and equitable, especially in a mutual company, that all settlements of losses be made on the basis of the amount we pay as it bears relation to this board rate. No other rule is just, right or honorable among partners. To explain more simply our proposition we will state that any member who reports his rate at $1 and pays this amount must accept payment of one fourth his loss if his true rate is $4. Personally I will state that I buy my insurance at $1.10, but I pay our Mutual $1.30, which is my board rate. I had an application from a brother member who objected to his board rate of $5 and was willing to pay $3.50. I wrote him that I would write him at $3.50, but would settle his loss in case of fire at the ratio that 3½ bore to 5. The Missouri Inspection Bureau will furnish us rates outside of St. Louis and St. Louis County at 50 cents per item, but the minimum charge would be $50 per year. The Wisconsin Hardware Mutual requires each policy holder to have at least a $500 policy with a board company and in this manner fixes the rates. Another feature about this rate matter is that risks are fixed by the nature of the surroundings, which is constantly changing, especially in new and growing towns. Many of your policies require you to notify the companies of any such changes, and should loss occur the question of non-compliance with this rule vitiates your chance of recovery.

These are some of the matters requiring your attention. We ought to get a definite basis of fixing rates. We ought to subscribe to a Mercantile Rating Agency to determine the moral hazard of our risks. The moral hazard of any risk is determined greatly by the surroundings. For instance, a risk in a range of six frame buildings would average but one-sixth of the total. No matter how honorable a man the insured is, the moral hazard depends greatly upon his necessity for money. Experience has proven that more men use the fire route to safety than is consistent with good morals. Good and careful bookkeeping is essential to the insured and an annual inventory absolutely necessary.

WEDNESDAY AFTERNOON SESSION.

Insurance Directors.

The following directors for the insurance company were then re-elected: Taylor Frier, Louisiana; F. Neudorff, St. Joseph; E. A. Demeter, Macon; F. A. Kansteiner, St. Louis; M. C. Post, Brookfield; W. T. Shoop, Richmond. O. W. Johnston, Marshall, was selected in place of J. W. Poland, of Carrollton.

Association Officers.

The election of officers for the Hardware Association developed into an ovation for President Frier and Secretary Neudorff. Mr. Frier was chosen president for the coming year by unanimous vote, and the Executive Committee, which selects the secretary for the organization, was instructed to retain Mr. Neudorff in his position. The efficient work of Secretary Neudorff has been the mainstay of the association, and the members evidently appreciated the fact.

William H. Hahn, of St. Louis, was elected vice-president in place of E. L. Wachter, of St. Louis, who expressed a wish to relinquish the office.

The committees for the coming year are as follows:

EXECUTIVE COMMITTEE—F. A. Kansteiner, St. Louis; W. T. Shoop, Richmond; O. W. Johnson, Marshall.

TRADE ABUSE COMMITTEE—O. W. Johnston, Marshall; H. J. Brunner, Kansas City. J. A. Pauly, St. Louis.

AUDITING COMMITTEE—J. G. Weber, Clayton; A. Steinmeyer, St. Louis; G. L. Phillips, Bethany.

On motion by F. Kansteiner, of St. Louis, the word "Stove" was dropped from the association's title, and the organization in the future will be known as the Missouri Retail Hardware Dealers' Association.

J. W. Poland, Carrollton, the first president of the association, was elected an honorary member for life.

Hannibal was selected as the next meeting place, the time of meeting being left to the Executive Committee.

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PENNSYLVANIA RETAIL HARDWARE DEALERS' ASSOCIATION

The Fourth Annual Convention of the Pennsylvania Retail Hardware Association was held at Harrisburg on February 21st and 22d, the sessions being held at the Board of Trade Building.

Owing to the late arrivals in the morning of the 21st, President Joseph M. Seilhamer adjourned the session of the morning.

TUESDAY AFTERNOON SESSION.

Upon the opening of the convention at 1.30 by the president, an address of welcome was delivered by Mayor Vance C. McCormick, which was responded to by George L. Morton, of Brownsville.

Committees.

The president then appointed the following committees:

PRESS—W. H. Heim, E. H. Darville, of *The Iron Age*, and S. S. Bryan.

AUDITING—J. H. Bowers, J. B. Holderbaum and A. H. Kaufman.

NOMINATIONS—J. F. Howe, G. C. Kline and J. E. Digby.

NEXT MEETING PLACE—George L. Moore, U. D. Coal and J. H. Linck.

T. James Fernley, secretary-treasurer of the National Hardware Association, was invited to address the meeting. He congratulated the members on the progress they had already made and treated at some length the relations between the retailers and jobbers, along



GEORGE V. THOMPSON, PRESIDENT.



J. H. BOWERS, VICE-PRESIDENT.

which lines, he said, substantial advances had already been made and many more were desired. He observed also that the National Association is much stronger now than it was two years ago.

Then ensued some considerable discussion on the catalogue house question, which was participated in by the president, followed by S. R. Compton, of Harrisburg, and several of the members, who dwelt upon the wide dissemination of the trade literature.

President's Annual Address.

President Seilhamer then delivered his annual address, in part as follows:

It affords me great pleasure to greet you at this the fourth annual meeting of the Pennsylvania Retail Hardware Dealers' Association. I am pleased to see many familiar faces and shake the hands of those who from the organization of the association have never failed to give us their presence and good work. I am also pleased to see and welcome so many new faces. It is evidence that our work during the past year has not been in vain. Of the twelve months that have just passed since our last meeting, from a business point of view, I cannot speak flatteringly. I have no doubt the depression in the iron and steel industries throughout the country has affected most of us to a greater or less extent. But trade conditions of the country for the coming year are much more encouraging. The business of the whole nation now rests on a firmer foundation, with indications for a very busy and, I hope, profitable year.

OUR ASSOCIATION.

The details of the doings of the association for the year past I will not dwell on, as the secretary in his report will enlighten you on that subject. I shall say that the association during the year just ended has grown much in strength, numbers and usefulness. We are now beginning to feel the strength and vigor of manhood. * * * We must be united in one solid band. And if a solid phalanx of the Hardware dealers of the several States presses forward together with the same object in view there is no telling the power we will have for good and fair treatment.

Since our association has grown in numbers and strength I do not want the members to grow lukewarm and think the once infant can take care of itself. I want you to look at the strength of some of our neighboring western associations. They are not asleep. I want you to go to work and bring in new members and not leave all the work to the officers. Let us all talk to our neighbors; let us convince them that they should become members of this association, and that the brushing up against each other and the exchanging of ideas cannot help but be beneficial to all. There are none of us so bright that we cannot learn something from the youngest and least experienced among us.

After which J. E. Digby, secretary-treasurer, made his annual report.

Secretary's Report.

Following are the extracts from the annual report of Secretary J. E. Digby:

I have the pleasure to report the accession of 82 new names to our list of membership. We had 119 names at our last convention, so that at present writing our total enrollment is 201.

Your secretary only had the pleasure of remitting to the National Association for last year's per capita $82, only that many members having paid their dues. Sixty-four of the new members did not pay any dues into the association for last year, leaving 54 members who failed to pay their dues for 1904. The secretary has notified them and urged them to pay, and will ask permission to suspend all those members who fail to pay their dues.

About 2,000 communications were mailed by the secretary and he paid a visit to the insurance department and the president of the association in reference to a solicitor. In pursuance of a resolution of the Executive Committee, a solicitor was employed to canvass for members and insurance, the result being the adding of 64 names to our membership and considerable new insurance. Fourteen of the new members have paid their dues for 1905, one has died, two have resigned, and the balance I am still expecting to hear from.

All bills have been paid, as well as the secretary's salary to January 1, 1905, and our per capita to the National Association. The funds advanced by the guarantors in 1903 to pay solicitor's salary and the $50 advanced by the secretary for the same purpose have all been repaid, and we start with money on hand to meet our expenses.

Let us strive to double our membership this year, and we can more than do so if each member will do his part. Just as soon as our membership will justify, manufacturers and jobbers will have their agents attend our meetings, and the display of articles will more than repay any Hardware dealer for his time and money spent in attending the meeting.

What Constitutes a Jobber?

was the subject announced for discussion.

The secretary said his conclusion was that at least $250,000 capital was needed to properly stock and conduct a bona fide jobbing business. The discussion covered a wide range, on the wisdom of jobbers trying to get the dealer's trade and then soliciting that of many of his best customers, such as cabinet and carriage makers, blacksmiths,

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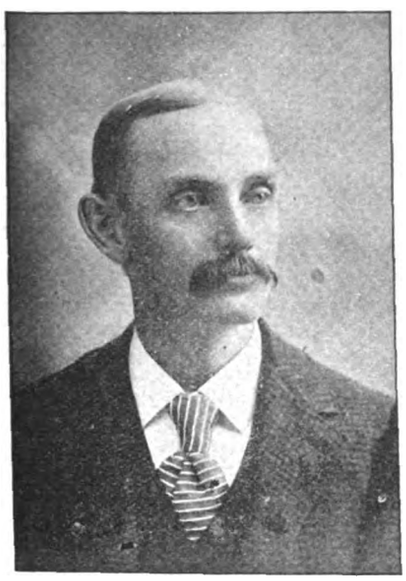
carpenters, builders, contractors, mills, factories and others, especially when buying a few articles at a time. Traveling salesmen for jobbing houses were severely criticized for seeking the trade of such people after selling the retailer.

The outcome of the discussion finally took the form of a resolution, which was unanimously adopted, that the members express themselves to the effect that "in distributing our patronage we give preference to concerns who sell goods to dealers only, and to notify the secretary of the State Association immediately upon proof of any such violation on the part of jobbers."

Jobbing House Salesmen Elected Honorary Members.

Secretary Digby, at the suggestion of a member who had noticed the great interest shown by the fraternity, moved that salesmen of jobbing houses in Hardware, Stoves and kindred lines, and all who sell goods pertaining to the Hardware trade, be made honorary members on the payment of $1 yearly dues, which was promptly agreed to. The president observed that this recognition would indicate to such allies that their efforts in furthering the aims of retail Hardwaremen was appreciated. Following this action of the convention the following salesmen, who were present at the convention, were admitted to honorary membership:

J. H. Reed, J. H. Kroberger, Pittsburgh Stove & Range Co.
George H. Diehl, Lindsay Hardware Co.
A. R. Driscoll, J. K. Thompson, W. W. Lawrence Co.
J. Welbley, Supplee Hardware Co.
John J. Haley, Jr., National Lead & Oil Co.
D. R. Branson, A. S. Bailey, E. C. Atkins & Co.
William E. Lore, Whitman & Barnes Manufacturing Co.



J. E. DIGBY, SECRETARY.

I. Minor Dreisbach, Frank L. Dershem, C. Dreisbach's Sons.
S. McCleland, William K. Paff, New Jersey Wire Cloth Co.
William G. Withers, National Stove Co.
R. P. Searle, White Lily Washer Co.
F. W. Prothero, George R. Benjamin, Peters Cartridge Co.
C. R. Tendick, Majestic Stove Co.
E. H. Darville, representing *The Iron Age*, was also elected to honorary membership.

MUTUAL INSURANCE.

The insurance feature of the association has been a remarkable success, giving to its members a safe insurance at a cost of 50 per cent below the old line companies. I believe it is conducted on safe and economical lines and is deserving of the patronage of every member of the association. * * * If I am not misinformed, all the Western States insurance companies require that policy holders be members of some State Association. If the insured Hardwaremen can save money through the work of our association, surely he should not object to paying $6 a year dues to us, especially in consideration of other benefits received. I think this amendment would very materially increase our membership.

CATALOGUE HOUSE QUESTION.

I will not take your time in speaking of the catalogue houses. No doubt you will hear much about this subject before the convention adjourns. You all know that a vast amount of work has been done by the National Association on the catalogue question and are familiar with their work through the various trade journals and through the circulars sent you by manufacturers and jobbers which call attention to the fact that they refuse to sell goods to catalogue houses.

TRADE PAPERS.

The trade journals of the country should not be passed by without a word of thanks, as they have worked faithfully for the promotion of the retail Hardware associations. They have spared neither time nor brains in writing up our cause and making plain to all dealers the benefits they can secure and advantages that are to be gained by association work.

HONORARY MEMBERSHIP FOR TRAVELING SALESMEN.

I would suggest that an honorary membership be created for the admission of traveling Hardware salesmen into the association and have no doubt that their admission would add very much to the organization. * * * In some of the Western States they are admitted to membership on the payment of $1 a year as dues. I would ask the Executive Committee to take this subject up, and, if approved by them, present it so that action may be taken on it at this meeting.

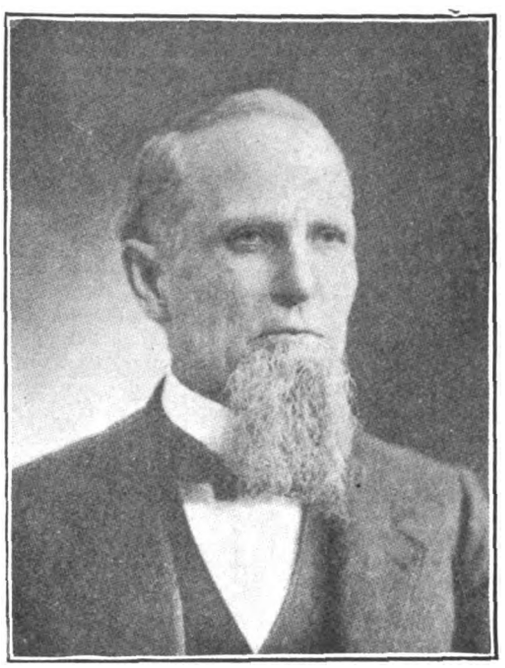
Considerable discussion took place as to what constitutes a legitimate Hardware dealer, painters, carpenters and machinists frequently masquerading as dealers for jobbing houses, when they were properly consumers and legitimate customers of the Hardware retailer. Such individuals should be exposed in the association and the complaint submitted in writing to the secretary for action direct with the National Jobbers' Association, which was pledged by its secretary to give prompt attention to all such cases.

WEDNESDAY MORNING SESSION.

This session was devoted to insurance matters, etc.

Report of Insurance Secretary.

W. B. Simpson, Huntingdon, secretary of the Hardware Dealers' Mutual Fire Association of Pennsylvania, presented his annual report, which showed a most successful year's business. The company was organized by the Insurance Committee of the Retail Hardware Association in the latter part of 1902, the first policies bearing date October 1, 1902. Its growth has been rapid, and the total insurance in force February 18, 1905, was $1,000,033, with cash on hand, or invested, $15,651.38, and no liabilities. The cost to members has been very



GEORGE L. MOORE.

low, averaging from the outset, about one-half of the cost of the same insurance in stock companies.

* * * *

It will be noted that the assessments made up at the end of the year by dividing up the actual losses and expenses incurred represent the total cost of insurance, as the deposit is returned when the insurance ends; also that the company has the cash as security for prompt payment of assessments, though the assured does not have to advance any more money than the amount he would pay at the outset if he carried the insurance in a stock company.

The by-laws provide carefully and specifically just when and how much shall be carried to or taken from the surplus, instead of leaving these very important matters to the judgment or caprice of the Board of Directors. Thus, in the year 1904 the assessments collected were $4,702, being at the rate of 49½ per cent of the deposits on the policies assessed, and of this sum $2,814 was for loss and expense account and $1,888 carried to surplus.

* * * *

At the annual meeting of the company in January the old Board of Directors was re-elected, and at the meeting of the directors February 22 the former officers were also re-elected for the ensuing year.

Officers Elected for the Ensuing Year.

Officers for 1905.

The Nominating Committee submitted the following officers for the ensuing year, who were unanimously elected:

PRESIDENT—George V. Thompson, Mt. Jewett.

VICE-PRESIDENT—J. H. Bowers, Charleroi.

EXECUTIVE COMMITTEE—J. M. Selheimer, Lewistown; J. E. Digby, McKees Rocks.

George L. Moore, of Brownsville, was chosen representative to National Association.

Next Meeting Place.

George L. Moore, chairman of committee appointed for that purpose, reported in favor of Williamsport for the 1906 convention, which report was accepted.

An address on association matters was delivered by S. S. Bryan, of

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Titusville. Brief remarks were also made by S. J. Lloyd, of the Bindley Hardware Co., Pittsburgh. It was announced by the Executive Committee that they had unanimously re-elected J. E. Digby as secretary-treasurer.

The Banquet.

The usual banquet was given Wednesday evening, the guests, among whom were many ladies, assembling in a large upper room of the convention building well adapted for such purposes. George L. Moore discharged the duties of toastmaster. There were addresses by E. J. Lloyd, of the Bindley Hardware Co.; W. B. Simpson, of the Insurance Co., and James H. Reed, representing the Pittsburg Stove & Range Co. A fine orchestra gave several selections while the dinner was served and the occasion was a very gratifying one.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C., and St. Paul Building, New York City.

PATENTS EXPIRED FEBRUARY 21, 1905.

378,082. VISE. B. R. Clark, Union Grove, Wis.
378,090 WINDOW SCREEN. H. H. Greenman, Cortland, N. Y.
378,274. BIT BRACE. A. D. White, Buffalo, N. Y.
378,296. COFFEE POT. L. Ehrlich, St. Louis, Mo.
378,349. CAN OPENER. W. B. Williamson and G. H. Williamson, Worcester, England.
378,351. SASH FASTENER AND HOLDER COMBINED. J. D. Axtell, Santa Barbara, Cal.

PATENTS ISSUED FEBRUARY 21, 1905.

782,854. SIFTING SHOVEL. W. T. Johnson, Brooklyn, N. Y.
782,882. FISH LINE REEL. C. Stolhandske, Brooklyn, N. Y.
782,941. CLOTHES WRINGER. G. T. Willits, Atlantic City, N. J.
782,956. COFFEE POT. T. B. Ferguson, Washington, D. C.
782,974. SASH BALANCER. R. T. Lockerbie, East Invercargill, New Zealand.
783,013. SASH LOCK. D. G. Bolton, Camden, N. J.
783,023. SCREW DRIVER. M. D. Converse, Newark, N. J.
783,033. DOOR CHECK. P. Fraser, Germiston, Transvaal.
783,108. HOSE CLAMPING TOOL. R. P. Decker and H. S. Covey, Chicago, Ill.
783,169. AUTOMATIC FISHING POLE. D. F. Ball, Jeffersonton, Va.
783,184. HINGE FOR WINDOW SHUTTERS. T. F. Dwyer, Brooklyn, N. Y.
783,253. FISH HOOK. B. F. Flegel, Racine, Wis.
783,300. LEMON SQUEEZER. P. McGrath, Hibbing, Minn.
783,318. AWNING FASTENER. G. Schaefer, Chicago, Ill.

PATENTS EXPIRED FEBRUARY 28, 1905.

378,424. SKATE. E. H. Barney, Springfield, Mass.
378,488. SKATE RUNNER BLANK. E. Barney, Springfield, Mass.
378,494. BENCH PLANE. H. M. Clarke, New Britain, Conn.
378,510. WOOD SAW. A. G. Langlot, La Grange, Mo.
378,515. FASTENER FOR MEETING RAILS OF SASHES. H. J. Murphy, Lowell, Mass.
378,565. FISHING REEL. P. H. Yauman, Rochester, N. Y.
378,586. MOP HOLDER. B. F. Gilbert, Fair Haven, Vt.
378,587. WINDOW SCREEN AND FIXTURE. G. H. Goule, West Lebanon, Me.
378,649. FURNITURE CASTER. J. Berkey and W. R. Fox, Grand Rapids, Mich.
378,700. CULINARY VESSEL. H. A. Manning, New York, N. Y.
378,704. BENCH PLANE. C. L. Mead, New York, N. Y., and J. H. Traut, New Britain, Conn.

PATENTS ISSUED FEBRUARY 28, 1905.

783,468. WRENCH. H. Sasko, East Pittsburgh, Pa.
783,471. METALLIC PAIL. A. Shaynin, Oak Park, Ill.
783,492. WRENCH. F. L. Williams and E. Stultz, New Kensington, Pa.
783,525. COFFEE POT. W. S. James, Waxahachie, Tex.
783,550. MONKEY WRENCH. J. B. Smith, Aylmer, Canada.
783,640. CAN OPENER. E. K. Myers, Preston, Iowa.
783,657. DUST PAN. J. W. Walter, Battlecreek, Mich.
783,660. SAFETY RAZOR. A. Williams, Pittsburgh, Pa.
783,682. SAD IRON HANDLE. W. Cole, Kansas City, Kan.
783,763. SCREW DRIVER. J. Swan, Seymour, Conn.
783,813. WRENCH. H. D. Aupke, Sharpsburg, Pa.
783,814. WRENCH. C. M. Benson, Providence, R. I.
783,845. WRENCH. J. Munro, New York, N. Y.
783,883. SAD IRON. B. Mumby, Manchester, Iowa.

(*Continued from page 30*).

visitors. T. James Fernley, secretary of the National Hardware Association, and the retiring president of the association, E. M. Bush, both made interesting addresses. Hon. Charles W. Miller was the last speaker, "The Day" being his theme. His address was greatly appreciated.

THURSDAY MORNING SESSION.

After being called to order by the president, the Committee on Resolutions submitted their report.

H. W. Beegle, of Chicago, then delivered an interesting paper on the **Results of Friendly and Unfriendly Relations Between Local Dealers,**

which was listened to attentively.

H. H. Roberts, Chicago, representing *The Iron Age*, and Daniel Stern, of the *American Artisan*, then addressed the meeting.

The Auditing Committee reported they had examined the treasurer's books and found them correct.

New Officers.

The following officers for the ensuing year were chosen:
PRESIDENT—A. N. Shidler, South Bend.
FIRST VICE-PRESIDENT—Charles Frame, North Manchester.
SECOND VICE-PRESIDENT—Walter B. Creed, New Albany.
SECRETARY-TREASURER—M. L. Corey, Argos.
DELEGATES TO NATIONAL CONVENTION—E. M. Bush, Evansville; A. N. Shidler, South Bend; Albert Deprez, Shelbyville; W. S. Hubbard, Scottsburg; S. L. Fenner, Terre Haute; Otto Lang, Mishawaka.

Place of Next Meeting.

Indianapolis was chosen for holding the convention in 1906.

THE PETERS CARTRIDGE CO.

Five years ago the Peters Cartridge Company found it necessary to remove its offices from the corner of Third and Main Streets in Cincinnati to the Pickering Building, facing Government Square, where they leased the entire third floor, believing that this amount of space would answer the requirements of its business for an indefinite time. Its business has, however, grown so rapidly and has reached such proportions that even these new quarters were found within a comparatively few years to be inadequate. It was, therefore, found necessary to take a lease for a long term of years on a part of the seventeenth floor of the First National Bank Building, affording over fifty per cent. more floor space than the offices in the Pickering Building. The First National Bank Building is the newest, and probably the best of the modern office buildings which have recently been erected in Cincinnati, and is typical of the rapid, yet conservative, progress of the city. The first floor of the building is, of course, devoted to the banking business. Recently the Ohio Valley National Bank, and the National Lafayette Bank have been merged into the First National Bank, making it the largest bank in the city, and one of the largest in the State. The building is nineteen stories high, and was designed by Burnham & Co., of Chicago. It is of the most approved style of steel and concrete construction, finished throughout in Vermont marble and fumed quartered oak. The offices of the Peters Cartridge Company are finished in quartered oak, and mahogany, and are provided with every convenience for the quick transaction of business.

LOOK FOR MAKER'S NAME OR TRADE MARK.

In all lines of merchandise goods which have become well and favorably known are often imitated and sold to the consumer with the assurance that they are "just as good" as the articles which bear the maker's name or trade mark, while as a matter of fact such goods are often "seconds" or goods of inferior quality, for which reason the maker will not show the name or trade mark under which he has built up a valued reputation for quality.

Manufacturers usually make several grades of goods, and are careful that their best grades shall bear their name or trade mark to advertise the excellence of their products, and it follows that they are not only willing but anxious to immediately replace any raticle so guaranteed to have been made by them and which may prove defective in any way. This is especially true with articles usually sold by Hardware stores. It is a common practice with manufacturers of these lines to dispose of their inferior grades under what is known to the trade as "special brands," and also to furnish such goods to buyers of large quantities marked with the buyer's "private brand;" needless to add that private brand goods, bought from whichever manufacturer will make the lowest price on a season's quantity, carry no assurance of quality, and it behooves the consumer who desires quality and manufacturer's guarantee to see that goods bear the maker's name or trade mark.

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OHIO HARDWARE ASSOCIATION

The Eleventh Annual Convention of the Ohio Hardware Association was held February 28 and March 1st and 2d at Dayton, the sessions being held in the sun parlor of the Algonquin Hotel. The convention was prefaced by a meeting of the Executive Committee in the morning at 10 o'clock.

TUESDAY AFTERNOON SESSION.

At 2.30 the convention was called to order by the president, John F. Baker. Rev. Merle A. Anderson, pastor of the Third Presbyterian Church, delivered the opening prayer. The president was presented with a mahogany gavel, accompanied by some brief remarks by J. P. Duffey as representative of the Hardwaremen of Dayton.

J. D. Clark, representing Mayor Charles A. Snyder, welcomed the delegates to the city of Dayton in a brief address, which was responded to by Vice-President C. S. Johnson.

Upon calling the roll it showed an unusual attendance for an opening session of nearly 200 members.



JOHN F. BAKER, PRESIDENT.

President W. P. Bogardus, of the National Association, was unable to be present on account of the severe illness of his son.

The president then appointed the following committees:

RESOLUTIONS—Henry F. Rahe, G. W. Wiley, J. J. Ewing, John Henne, J. W. Lingo.

NOMINATIONS—F. W. Ingalls, P. E. Coffman, C. C. Heller, W. W. Osborn, E. F. Wineland.

QUESTION BOX—H. C. Wiseman, J. E. Good, L. G. Church.

LAWS RELATIVE TO THE HARDWARE TRADE—W. W. Crumrine, Albert Bobinger, R. W. Goodard, Isaac Ullery, J. D. Giselman.

MEMORIAL—B. W. Ricket, M. A. Griffith, D. L. Lefever.

The Question Box being opened, the several questions it contained were read and discussed.

M. L. Corey, secretary of the National Association, was called upon to say a few words. He spoke briefly, referring to the growing importance of the annual sessions.

Sharon E. Jones, Richmond, Ind., who was a guest on this occasion, spoke briefly in favor of the formation of local associations in towns of any size.

The National Cash Register Co., of Dayton, invited the wives of members to visit their extensive factory on Wednesday afternoon, a number of Dayton ladies acting as escort.

Tuesday night was laid out for the Hardware merchants of Dayton to entertain the members at the National Theatre.

Up to 9 o'clock Tuesday night 350 members had registered at the Information Bureau.

WEDNESDAY MORNING SESSION.

After the meeting had been called to order Secretary Frank A. Bare, of Mansfield, read his

Secetary's Report.

One of the serious problems that confront this organization to-day is the question of getting new members. I believe there is more enthusiasm in this State to-day than at any time before. This is because the association idea is growing all over this country. A great deal of our inspiration has been derived from the National Association. This body has done such magnificent work that the progressive dealer sees it is to his interest to identify himself with the movement.

Since last April the secretary has mailed to dealers in this State, members and non-members, over 12,000 pieces of mail matter. With the exception of mailing out *The Iron Age* reports and the members asking them to give some of their time and influence to interesting non-ship lists very little was done until after the first of the year. We then commenced an active campaign and have tried to keep at it steadily ever since.

We have asked a great many of our members to do some personal letter writing as well as telephoning, and we found both of these methods very satisfactory. After a man has been called up by 'phone by some friend he is, I find, much more apt to read over carefully the letters sent out by the secretary. I have asked at least one member, and sometimes more, in every county in the State to telephone some of the dealers in his counuty. A large number of these members responded to the request. Seventy-five new applications had been received by the secretary up to the time of the convention.

THE TRAVELING MAN HAS BEEN VERY LOYAL

to our association. Early in January the secretary addressed letters to 265 of these gentlemen who call on Hardware dealers in this State, members in our organization. In about three weeks this letter was



C. S. JOHNSON, VICE-PRESIDENT.

followed by a second letter. I wish to express my appreciation of the hearty responses received to this request. A number of dealers have written me concerning the interest the traveling representatives have taken. A traveling man meets the dealer face to face and is in position to state the strong points of our organization in a very emphatic and convincing manner. This association must not forget the help and assistance constantly given us by traveling salesmen.

I wish to especially thank those dealers who have taken the time to write personal letters in the interest of the association. A large number of responses have been received to the request sent out by the secretary asking members to write to two non-members. Outside of personal solicitation, I regard personal letters as the most effective way of getting new members.

* * * *

Our State organization is under great obligations for the constant assistance afforded us by the national organization. It is through the National Association we are able to handle larger affairs.

MUCH WORK REMAINS TO BE DONE.

In closing, I wish to say there is a great work to be done by this association. But this work will never be accomplished until our organization is truly representative of the retail Hardware interests of Ohio. It can never be truly representative until its roll of members includes the great majority of the Hardware dealers of the State. When we can go before a manufacturer or jobber not representing 400 dealers, but representing the Hardware dealers of Ohio, we shall be able to convince the manufacturer or jobber that it is to his best interest to be loyal to the retailer.

The dealers of this State are now thoroughly interested and aroused, and it is the opinion of your secretary that the time is now ripe for an active State campaign that shall so greatly increase our membership as to enable us to bring about the results we have so long worked for. This campaign cannot be carried out except by the individual and determined efforts of every single member of this association. The responsibility of future success rests not upon president, secretary or any other officer alone, but upon each and every member of this body.

After which, President John F. Baker, of Dayton, read his annual address.

President's Address.

Since last we met one more year has passed away, and now we stand on the threshold of another new and, may we hope, prosperous

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year, which is bright in prospect and opens auspiciously, bidding fair to surpass its predecessor in mercantile and commercial pursuits. As we review the year that is gone, it is safe to say with the majority of our members it was a disappointment. The reports as gathered by the various trade journals from trade centers indicate that the volume of trade in 1904 was not equal to that of 1903. The fact that it was a Presidential year, and also that in the opinion of many a financial panic was surely due, made it the part of wisdom to prepare for some depressing influence. All this conspired to build up a wall of uncertainty and hesitation which did not confine itself to our own branch of trade, but to all lines of industry. But now, the feeling of doubt has passed away and we stand at the very threshold of the bright, promising and prosperous year of 1905.

* * * *

Let us then be optimistic rather than pessimistic, and, putting forth our best efforts, go forward to meet the promising year with confidence and courage.

PROFITS AND EXPENSE ACCOUNT.

But whether we have the full measure of prosperity or not, the days that are to come call for the exercise of our best judgment, for you and I have made the discovery that as the years come and go we find this one feature, our profits are gradually diminishing and our expense account perceptibly increasing. This is the experience of all. Competition grows more and more severe, and with all the system and method we may employ, our expense account does not diminish.



FRANK A. BARE, SECRETARY.

* * * *

MEMBERSHIP.

Regarding our membership, I am happy to say that

PROGRESS IS STILL THE WATCHWORD.

We do not, however, increase as rapidly as we should, but our growth is healthy and of good substance, and if it so continues we shall in the near future include all the dealers of our State. At times the officers of our association have wondered why the growth was not more rapid, but if they will refer to one of my reports while secretary some seven years since they will note that the officers at that time were similarly perplexed.

* * * *

Now, since that time our association has grown from 100 to 350 members, and I have reason to believe that at the adjournment of this session we shall have a membership of 400.

The Ohio Hardware Association has done much for the dealers of Ohio. I venture the assertion that under its beneficent influence its members are

DOING BUSINESS UNDER PLEASANTER CONDITIONS

now than in the days that have gone before; that our stores are neater and brighter; that our modes of transacting business are better, and that we employ more system than at any time in the history of our establishments, all of which is due to the influence of and affiliation of our fellow-tradesmen. And, best of all, these advantages and benefits that have come to us are the tangible returns that we have received from the organization of our Mutual Fire Insurance Co., and not only have these benefits come to us, who are members, but they have been most generously shared with other dealers in the State, who have not as yet joined our association.

* * * *

PARCELS POST LAW.

Regarding the Parcels Post law, which we have been so successfully fighting for a few years, I find by Congressional reports that the friends of this iniquitous measure have put it in a new dress, and give it a new name; but let me warn you do not be deceived; it is a delusion and a snare. The voice is the voice of Jacob, but the hands are the hands of Esau. You should, therefore, take decisive measures before we adjourn and lose no opportunity to notify our Representatives in Congress of our action.

It is not necessary that I should prolong this paper farther than to express the personal wish that this shall be the best convention in the history of our association; that, from a business point of view, it shall be the most profitable. As stated before, let us make the business part of it predominant.

* * * *

As your president, I am unable to express in words my appreciation of this kindly, fraternal spirit, because it is one of the cardinal principles of our great organization, which we seek to inculcate among Hardware dealers in every village, town and city in our State.

M. L. Corey, Argus, Ind., secretary of the National Retail Hardware Dealers' Association, on invitation of the president, then made a few remarks:

We are standing to-day confronting a serious problem. To go back a year or two, I will say that I was authorized to go to Washington, and make arrangements for you in Congress in parcels post legislation, and other matters in which the retail trade are interested, and I believe my informant there is trustworthy. As you are aware, Assistant Postmaster-General Bristow recommended that rates on merchandise be reduced to eight cents per pound, ostensibly in your interests. This matter is now before Congress. I have received a telegram from my correspondent that a Senate bill on this matter is being strongly urged, and that the vote will come this afternoon. I think we should telegraph Senator Penrose, Representative Overstreet and the Ohio Senators in this matter. This bill asks for an entering wedge, and is a dangerous proposition. I have with me a copy of the *Orange Judd Farmer*, a paper which is widely circulated among the farmers. A recent issue contains a lot of rhodomontade about the happiness of the home, the perpetuity of the nation, the fact that the farm is the cornerstone of the republic, etc. It urges government control over railroad rates, the parcels post, the local post with still lower rates, and also post checks. Some of the measures we are fighting are thus linked with measures of which we approve. Among the signers of this document are a number of secretaries of labor organizations and granges, and Governors of various States, including Myron T. Herrick, of Ohio. This is a serious matter to me, and I regret to see the name of your Chief Executive upon this list. I believe there must be some mistake. His endorsement will go far. You should send messages to Washington to defeat this measure. We must do what we can in the matter. We wired our Senators and Representative Overstreet in Indiana last week, and wired to Minnesota to wire her Senators concerning the matter. You are up against it, and should defeat the bill before it is passed.



L. F. STAHLER, TREASURER.

After which the following telegram was prepared and sent:

On motion the corresponding secretary was instructed to send telegrams to Senators Boies Penrose and J. B. Foraker, to Representative Jesse Overstreet and to Gov. Myron T. Herrick, of Ohio, the latter to urge the Governor to rescind his recommendation of the bill. The telegram read as follows:

> The Ohio Hardware Association in convention assembled, representing 1,400 Hardware dealers, earnestly protest against the passage of the Senate Parcels Post bill. We desire you to represent our interests in this matter.

It was urged by Mr. Corey that each member of the association telegraph his Congressional representative immediately after adjournment and during the noon hour.

A. F. Sheldon, of the Sheldon School of Scientific Salesmanship, was called upon to deliver an address on

Scientific Salesmanship,

which was an eloquent and closely presented article on the subject.

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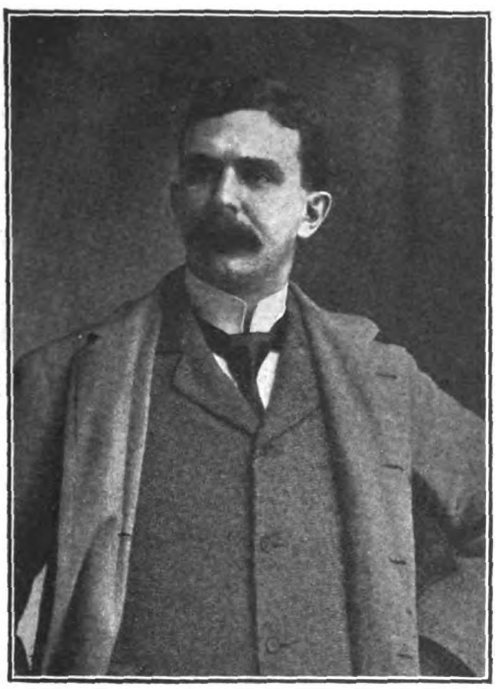
WEDNESDAY AFTERNOON SESSION.

Catalogue House Competition.

The Wednesday afternoon session was called to order at 2 o'clock and President Baker at once introduced Mr. S. Norvell, of St. Louis, chairman of the Joint Catalogue House Committee. Mr. Norvell opened his address by giving a history of the present fight against mail order competition. He reviewed the work of the Joint Committee from the time of its appointment less than a year ago, and his audience was agreeably surprised at what had been accomplished. Mr. Norvell stated that over 600 of the most prominent Hardware manufacturers in the United States have gone on record that they will not sell catalogue houses, and that not a Hardware jobber of any standing will fill an order from these houses. In St. Louis two catalogue houses have gone out of business and others are badly crippled because of their inability to get goods. A most important result of the present agitation is the bringing out into the open of the policy of leading jobbers and manufacturers.

Among other important statements made in this address were the following:

It has developed in the experience of more than one manufacturer that the idea of controlling the prices of catalogue houses on well-known brands is a failure. The constant struggles and misunder-



S. NORVELL.

standings which have existed between prominent manufacturers and the catalogue houses on this question is evidence of this fact. When they do not directly cut prices they have a system of offering gifts or prizes which actually cuts the price on all these lines of goods.

It has been claimed by some that this campaign by the united jobbers and retailers against catalogue houses was initiated by this recent movement. It should be distinctly understood by all that the jobbers and retailers are simply acting upon the defensive. For years past the catalogue houses have been educating the consumer of the country to believe the retail Hardware dealer is a robber and that there is no reasonable excuse for the jobber to be on earth. The time has simply come when they are beginning to reap what they have sown.

We all must realize that if manufacturers, jobbers and retailers are sincere in this movement and will stick together shoulder to shoulder, the catalogue houses will soon become weary of the unprofitable pastime of obtaining goods indirectly and sacrificing their profits on them.

Let me bring to your attention the fact that it is admitted all the catalogue houses in the country combined do not sell over five per cent of the Hardware consumed in the United States. Ninety-five per cent of the goods in which we deal is distributed through the retail trade.

THE GREAT HARM OF THE CATALOGUE HOUSES

is not so much in what they sell as in the demoralization of prices. Is it not hard to understand why a manufacturer who sells ninety-five per cent of his product through jobbers and retailers should stand out for the trade of a certain class of customers who take only five per cent of his output when it is made clear to him that this class of customers is demoralizing all others who sell ninety-five per cent of his goods?

I find most proprietors of retail stores who have several clerks do all the buying themselves—they seem to consider the buying of the greatest possible importance. They entertain every salesman who calls. They allow this salesman to consume just as much time as he wants. Probably three-fourths of their time is devoted to entertaining salesmen and to buying, and one-fourth of their time to everything else. The salesman gives his talking points to the buyer, the buyer seldom sells any goods and seldom gives the talking points to the retail salesman who sells the goods. Therefore, the talking points never reach the clerk.

I recommend proprietors in retail stores devote three-fourths of their time to selling and to meeting their customers, and one-fourth of their time to everything else. I recommend you have the salesmen who visit you give the talking points to the men who sell the goods. I recommend higher education for Hardware clerks, especially along the lines of selling.

THE WASTE OF TIME

in this country on the part of proprietors of retail stores and their clerks is something prodigious. They think they are busy simply because they put in long hours at the store. But there is a vast difference between being simply at the store and using their time to the best possible advantage. I have known what traveling men call "mean merchants." They sometimes cut the traveling man rather short. But I have seen these merchants succeed because they saved their time and used it where it would count the most. I, of course, believe salesmen should be treated with courtesy, but a wise salesman should know when it is time to quit.

I count your show cases and your show windows as salesmen. I count the appearance of your store as being in the selling department. I count the proper keeping of your catalogues, circulars and price lists as being part of the selling system because you use them in taking orders from your trade and you miss orders when you cannot find the proper catalogue. I count the proper answering of the telephone as selling. To this I also add the proper use of the rural free delivery system.

The salesman is more interested in this catalogue house question than anybody else; it is of more vital importance to him. If the catalogue houses predominate then it is a comparatively simple thing for large jobbing Hardware houses to add to their lines and turn into catalogue houses. It probably would mean simply the loss of profit for a year or two while the change was taking place. This would eliminate all salesmen.

Even if catalogue houses were in all the large cities in the land there would still be some retailers left. The number of retailers existing to-day might be reduced from fifty to seventy-five per cent and these dealers would have to seek their livelihood in other vocations. But as long as there is an immediate demand for goods and as long as some trade are compelled to buy on time, there will be retail dealers left.

But the general prevalence of the catalogue house means the absolute death knell of the system of selling goods through salesmen. Therefore it behooves the salesmen of to-day to use their very best efforts not only to sell goods and to be profitable themselves, but to do everything in their power to help their retail customers to be better salesmen and to keep better stores and thereby command a larger share of the business.

The convention adjourned at 3.15 in order to have a convention photograph taken, after which they took a special train to the National Cash Register Co.'s works, where they were welcomed by the secretary and general counsel of the company, and had a collation.

WEDNESDAY EVENING SESSION.

The convention met in the evening and were addressed by A. A. Thomas, secretary of the National Cash Register Co. The president responded to Mr. Thomas's greeting in a few brief remarks. After a few short speeches by H. C. Wiseman, S. Norvell, W. R. Belknap and M. L. Corey, W. P. Bogardus, of Mount Vernon, president of the National Retail Hardware Association, delivered the following address: He said in part:

Address of W. P. Bogardus.

It is a privilege to rejoice with you over the advancement that has been made in the last eleven years. When we were but a group of thirteen we had hardly hoped for the things that have already been accomplished. Our first efforts at organization were looked upon with suspicion. Both jobber and manufacturer who noticed the movement at all viewed it as a move antagonistic to their interests, and only by the lapse of time and careful and conscientious work have we been able to get, as we now have, the confidence, respect and hearty co-operation of the jobber in our efforts to better our conditions. I regard it as

AN OCCASION OF GREAT REJOICING

that we are so closely allied with the jobber in the work; to have their sympathy and help, to have their advice and encouragement, and to be able to meet them in committee, to discuss common interests, and that they are ready to second our efforts and uphold us in our work, when we strive to better our conditions by blocking the schemes of the catalogue houses to ruin our business and permanently cripple us as retailers; I say, to have all this is a greater stride than we had hoped for. We owe a debt of gratitude to the jobbers for their loyal support in helping to defeat the parcels post legislation last year. We should remember with a long memory the willingness of manufacturers to cut off sales to catalogue houses at the joint request of retailer and jobber.

While our annual gatherings are sources of information and pleasant memories, the great work done is by the committees that are appointed at the several association meetings. To have arrived at a point where we can meet both jobbers and manufacturers in conference and in a quiet way discuss the troubles and vexations that are incident to our business, is a condition not dreamed of at our first meeting eleven years ago. All these

ADVANCES HAVE COME FROM ORGANIZATION.

Whatever of success we may have must come from organized effort. An organized effort made by a few has not the force that numbers give. Therefore, to be completely successful, all must help on the

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work, and the measure of our success will be the unanimity with which we present our views.

A potential factor in the control of men and measures is public opinion. Can we not, and is it not our duty, as citizens, to help form public opinion that is

OPPOSED TO SPECIAL PRIVILEGES

for any class—that is opposed to the government going into the transportation business in competition with its citizens; that is opposed to the practice of giving to large shippers of freight rebates and favors that are denied to the small shipper; that is opposed to the parcels post legislation that will build up the catalogue house and ruin the retailer in the small towns; that is opposed to the practice of railroads demanding and collecting demurrage on goods not taken immediately by the consignees, but refusing to consider any liability for goods that are needlessly detained by them while en route; a public opinion that will demand and be satisfied with nothing less than fair play for everybody and favors to none? These are possible things that come from our organization. Shall we fail to improve our opportunities?



W. P. BOGARDUS.

The keynote of our success is a united effort on the part of us all. We shall not fail. From the north, from the east and south and west comes the cheering news of increased membership and of an enthusiasm that bids fair to sweep every Hardware man in the country into the ranks of the associations, and Ohio, the oldest of them all, shall not be a laggard in the race.

THURSDAY MORNING SESSION.

Was devoted to insurance matters. George M. Gray, secretary of the Ohio Hardware Dealers' Mutual Fire Insurance Co., read his report, which included a detailed statement of the business done during the year. Addresses were delivered by W. P. Duffy, of Greenville, and others.

After the adjournment of the Committee of the Whole from the discussion of insurance matters, the Question Box was taken up and a number of questions were discussed.

At the

THURSDAY AFTERNOON SESSION

a continuance of the Question Box discussions were had until the matters were finished.

The Committee on Resolutions reported as usual, which were resolutions of thanks to all those who had helped to make the meeting a success.

THE ELECTION OF OFFICERS

resulted in the following:

PRESIDENT—John F. Baker, Dayton.

VICE-PRESIDENT—C. S. Johnson, Barberton.

FINANCIAL SECRETARY—A. L. Shearer, Dayton.

TREASURER—L. F. Stahler, Waverly.

SECRETARY—Frank A. Bare, Marshfield.

MEMBERS EXECUTIVE COMMITTEE—Will M. Crumrine, Salem; A. Roblinger, Cincinnati; John S. Spoerl, Hamilton; W. L. Jacobs, Youngstown.

GRIEVANCE COMMITTEE—J. K. Mulligan, Bellfontaine; J. J. Ewing, Lima.

DELEGATES TO NATIONAL CONVENTION—C. S. Johnson, Barberton; Frank A. Bare, Mansfield.

Canton, Columbus and Springfield were candidates for the next convention, the former city being unanimously chosen.

The convention adjourned at 3.30 p. m.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Citizenship.

QUESTION: Is a child born in the United States, whose parents are British subjects, residing within this country, and who has himself lived here, a citizen of the United States, or is it necessary for him to take out naturalization papers?

REPLY: He is a citizen of the United States. The Constitution provides that all persons born within the United States and subject to its jurisdiction are citizens thereof and of the State where they reside. This provision was construed by the Supreme Court of the United States a few years ago in the case of United States against Wong Kim Ark, reported in 169 U. S. It was there held that a child born of Chinese parents who were subjects of the Emperor of China and domiciled within the United States was himself a citizen of the United States and entitled to the protection of its laws.

Public Hospital—Liable for Malpractice.

QUESTION: Can a person who obtains free treatment at a public hospital and is injured by the carelessness of the surgeon who attends him, recover anything against the hospital for malpractice?

REPLY: He cannot unless he can show that the trustees or governing body of the hospital were negligent in the selection of the surgeon who treated him. The general rule that an employer is liable for the carelessness of his servants has no application to charitable institutions—the courts deeming it contrary to public policy to subject the trust funds by which they are established and maintained to diminution from such causes. But it is always recognized that a charitable corporation may be held responsible for the negligence or malpractice of its agents or servants, provided its governing body do not exercise due care in their selection and employment.

Fraudulent Assignment of Mortgage.

QUESTION: On August 2, A being the owner of a mortgage, assigned it to B for its face value. This assignment was not recorded until November 12. In September A, for a valuable consideration, executed a second assignment of the bond and mortgage to C, and such assignment was recorded on October 1. The mortgage effects real estate in New York. Who is the owner of the mortgage?

REPLY: Under our recording act a purchaser of a mortgage in good faith and for value may rely upon the record as to the title of his assignor. It follows that if C was a bona-fide purchaser for value, he had a right to assume that A was the owner of this mortgage, because B's assignment was not recorded until after C took and recorded his assignment. For B's neglect in failing to record his assignment until four months after he took the same, and the fraud which A was thereby enabled to commit, B, not C, should be responsible.

Liability for Lost Baggage.

QUESTION: I bought a ticket from Summit, New Jersey, to New York City, and checked a traveling case, telling the baggage master that it contained goods and samples. The baggage master checked it, but the traveling case was never delivered. Its contents were of the value of $250. The railroad company refuses to pay on the ground that the case contained merchandise and not baggage. Can I recover anything?

REPLY: The failure to deliver the case in itself unexplained is sufficient to establish a prima-facie case of negligence against the railroad company. If the traveling case contained what is usually known as baggage, the company would be liable for its loss and we do not see why it is not equally liable if in consideration of the fare paid it undertook to transfer you and the case with notice of its contents. In other words, a carrier is liable for goods checked, although not baggage, if knowing their character, it accepts them as baggage. As to the extent of the liability, the statutes of New Jersey permit the railroad company to limit its liability for baggage to one dollar per pound to the extent of one hundred and fifty pounds. If proper notice was given to you of this limitation of liability, we think your recovery will be limited to one hundred and fifty dollars.

A SIMPLE REQUEST.

"Oh—er—Jarvis, would you mind pretending to pick a quarrel with me, and just giving me a push, you know? I want to test the pluck of this big dog of mine."—*Tit-Bits.*

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NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS

The New York State Association of Retail Hardware Dealers held their third annual convention at the Hotel Iroquois, Buffalo, on March 7th, 8th and 9th, and in point of numbers and importance was the most successful gathering they have yet held, over 200 members and guests being present.

TUESDAY AFTERNOON SESSION, 2 O'CLOCK.

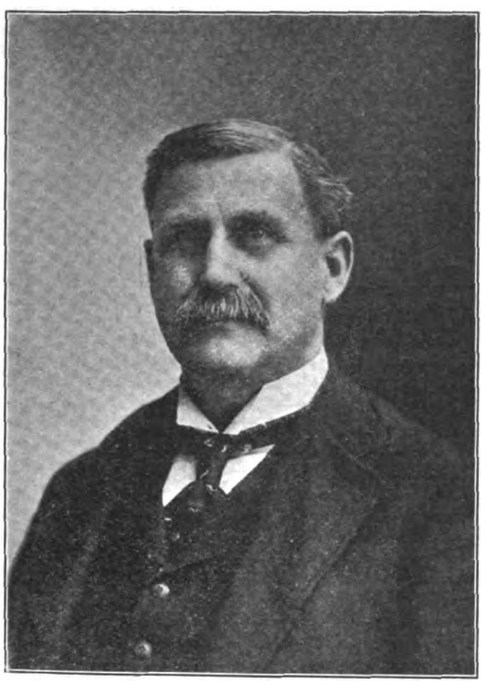
After the meeting was called to order by President John G. Ferres, of Johnstown, Thomas Stoddart, the Acting Mayor of Buffalo, delivered an address welcoming the delegates to the city of Buffalo, which was felicitously responded to by President Ferres.

The president then read his annual address.

Presidential Address.

BY JOHN G. FERRES, JOHNSTOWN, N. Y.

This is practically a business meeting for business men, to exchange practical and tried plans and ideas, and to consider and devise methods that will improve and protect our business as retail Hardware dealers. Everyday business life reveals to us the fact that we are dependent on each other for protection, for trade, for pleasure, for happiness. In coming together at this time we virtually—if not in words, by the act—indicate that we feel a mutual reliance, a fraternal feeling. We must stand and work together, earnestly and faithfully, to combat any and all encroachments and maintain and vindicate our right to exist as a separate and distinct trade, that of retail Hardware dealers.



J. G. FERRES, PRESIDENT.

ORGANIZATION.

This naturally leads us to the question: How is all this to be accomplished, what methods are we to inaugurate, what system to establish, that will bring us into closer relationship with each other, having, as it were, one object, one thought—protection to our business? It is fair to assume that every member of this association will agree that only by thorough organization and aggressive work can we wield the power and influence necessary to protect our trade and better its condition.

I believe that a great effort should be made to have dealers form local associations. By forming an offensive and defensive alliance they would be brought into closer relationship, learn what influences are at work to injure their trade, and, having frequent and regular meetings or conferences, would be thereby able to take prompt and concerted action on various matters in trade that we find oppressive and aggravating, and from which we now suffer for want of a good understanding with our neighbors. Quick information is needed in regard to interferences with our trade, and the local associations would be in position to examine into such matters at once, and if not able to bring about reform lay them before the State Executive Committee, and if they are unsuccessful an appeal can then be made to the National Association, and the whole subject referred to them.

I am aware that it is a difficult matter for local dealers to come together of their own accord. There are old animosities, deep-seated resentments, but which are in the majority of cases purely imaginary, and I believe could be overcome by a friendly meeting and exchange of views. We therefore need an intermediary, some person who can devote his time constantly to association work. I submit to you that none of your officers is able to give the time and attention necessary to devise a plan or system to carry out this work. Therefore I present for your consideration the proposition to employ a competent person at a salary, whose business it would be to make a thorough canvass of the retail Hardware dealers, visit every dealer, no matter where located; solicit his membership, and carry out the work on lines similar to those that I have presented. In the performance of this duty he would constantly be in contact with dealers, exchanging views, hearing their complaints, giving advice, trying to heal differences between dealers, and would soon become so conversant with conditions in different localities that he would in a short time be able to render efficient aid, and you would soon be convinced that his services would be invaluable.

There is another thought in conection with the subject of organization, and which applies to retail dealers' associations generally, and also to our National Association, and I refer to it at this time for the reason that we have an official of the National Association present at this meeting; I believe that all the State associations should have a closer and more binding relationship; that we should be organized upon the plan of a federation or league, with the National Association as a grand or central body, and the State associations subordinate bodies, charters to be issued by the National to the State associations, and they in turn issue charters to local associations. There should be uniform constitutions and laws, each State association pledging loyalty to the national body. I am not prepared to go into the details, for the system would have to be worked out very carefully.

So important have I considered the matter of State organization that I appointed a special commitee to consider the whole question and devise some plan that would be practical and that you would approve.

* * * *

CONSTITUTION AND BY-LAWS.

Our present constitution and by-laws were adopted at the first meeting of our association, held in Syracuse in 1902. The work was done rather hurriedly and a form of constitution and by-laws of some other association, with some slight changes, was adopted. It would seem, therefore, that after three years' experience some changes could be made that would be desirable and beneficial. The list of committees could be enlarged and possibly the number of directors increased. By increasing your committees you divide the association work and a greater number are interested.

* * * *

JOBBERS OF HARDWARE IN NEW YORK STATE.

Generally speaking, I believe jobbers are taking a great interest in our association work and are doing all in their power to help us. I have before me a circular letter authorized and sent out by the New York State Jobbers' Association stating that they stand ready to assist us in every way possible to successfully meet the competition of the mail order houses. In this circular letter they offer some excellent suggestions to merchants to successfully meet this competition. They also offer to supply dealers with pamphlets for distribution among our customers, giving strong "reasons why your customers should patronize the home dealer instead of sending their cash to a distant city." These pamphlets they furnish without charge. It is very evident that the jobber realizes, as well as the retailer, that the mail order houses constitute desperate competition, and is aware that all goods sold by those houses represent a loss of profit to the jobber as well as to the retailer. I am extremely gratified that our friends the jobbers are working with us.

A short recess was then taken for the enrollment of new members and the payment of dues, after which R. R. Williams, Hardware editor of the *Iron Age*, opened the discussion in Trade Topics.

W. P. Bogardus, president of the National Retail Hardware Dealers' Association, was unable to be present on account of severe illness in his family, sent an important letter, from which we give the following extracts:

MT. VERNON, OHIO, March 3d, 1905.

Mr. President and Gentlemen of the New York Hardware Convention—That I am not able to be with you, on account of sickness in my family, I very much regret. But providences arise over which we have no control, so I must needs be content.

* * * *

It is well said that times have changed and men have changed with them. No longer is it possible to do business as our fathers did. Neither is it wise to put our stocks on the shelves of our stores and sit down and wait for trade. But in the evolution and business methods, and as one of the results of the spirit of organization and consolidation and greed, and the consequent lowering of the moral tone of business men there has arisen a class of men who seem to think that their success is dependent on the failure of somebody else, and the larger the number of failures by others the greater their success. And so we have with us a class of so-called merchants whose great argument for trade is that they sell cheaper than any one else, and that all the balance of the retail trade are extortioners and robbers, and to justify themselves they quote some standard and well-known goods at very low prices, hoping to carry the impression that all the goods they sell are at correspondingly low prices, and the astonishing thing is that until lately both jobber and manufacturer have done all they could to help this unfair competition to grow, and so help to break down ninety per cent of their trade.

* * * *

Eleven years ago thirteen Hardware men gathered at Columbus, Ohio, to form an association to oppose the inroads of catalogue house competititon, the first effort ever successfully made to form a State

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Hardware association. From this small beginning we have grown so that now we are bound together by a National Association that is backed by thousands of retail dealers who have seen a reason for the step, and have put their money in the movement with a hope of ultimate success.

What have we done? We are not drifting. We are organized and are receiving the consideration and attention that as individuals we might never have hoped to receive.

Years ago the jobbers thought it a great advance for them to sell to and help build up the catalogue houses, and they continued this policy until the organized Hardwaremen of this country succeeded in showing them the error of their ways. To-day they are with us, and we have a permanent committee of jobbers and retailers who are looking after the interests of both jobber and retailer. There was a time when our State associations were looked upon as antagonistic to the jobbers. We are now in friendly unison for our mutual advantage, and the protection of our mutual rights. Is that a gain? A few years ago we were denied admission to a meeting of manufacturers and jobbers. During the past year the retailers' association have been asked to present their views, first at Atlanta, at the meeting of the Southern jobbers and manufacturers, and second at the meeting of the manufacturers and Northern jobbers at Atlantic City. And the greatest courtesy was extended to them. In 1903, at Atlantic City, the vigorous presentation of the retail Hardwaremen's views on the post parcels question was instrumental in deferring action on that vicious measure.

And further, we shall have the pleasure of entertaining committees of both jobbers and manufacturers at the meeting of the National Retail Hardware Dealers' meeting at Minneapolis next week.

* * * *

And one of the most pleasant things about the work has been that as soon as the attention of the jobber and manufacturer was called to the questions there was a prompt, hearty and almost universal turning to join forces with us to put down some of the evils under which we struggle. This unity of effort means ultimate success. Another thing that we hope to accomplish is to get the retailer to understand that his "long suit" is to be friendly with his competitors, to learn that the other fellow has as good a right to live and do business as he has, and that the interests of Hardwaremen in the same town are not antagonistic, that the height of successful merchandising is not in cutting prices or seeking to run out competition, but in a friendly strife for trade. No one man can sell all the goods. No one firm can supply the wants of any community. So it is better to be at peace than at war with your competitors.

Other things have been accomplished, I cannot stop to enumerate them. But this we may know, that in these days of organization the individual is swallowed up, and, to be a force that hopes to accomplish things, we must organize, and the more perfect the organization the more hope of final success.

Gentlemen, with the greetings of the National Retail Hardware Dealers' Association and my best wishes for your success, I beg to sign myself,

Yours very truly,

W. P. Bogardus.

E. A. Towne, of Saratoga Springs, who was unable to be present, sent a valuable paper on "Credits," which we give in part.

Credits—The Necessity of Curtailing Them.

How to keep his business on a paying basis is the problem which confronts every Hardware man. This means a constant struggle with the leaks which drain away his profits; most of these he has learned to control, but one of the largest and most troublesome of all he has not satisfactorily staunched, and that is credits.

* * * *

Merchants can make better prices for cash than for credit. The buying public knows this. Others using this fact for a foundation have built up enormous mercantile enterprises whose competition is felt throughout the country. I refer to catalogue houses and department stores. These institutions deal strictly for cash. With no part of their capital tied up in book accounts they always have ready money for

THE AGGRESSIVE PUSHING FORWARD OF THEIR BUSINESS.

By having many leaders they create for themselves enviable reputations as price makers. How can merchants, loaded down with a burden of credits, expect to meet such competition? All that merchants and others have done so far to protect themselves is slight in comparison to what can be done by keeping their credits down to the lowest possible point, thus being able to go into the fight armed with their big competitors' most potent weapon.

A high commercial credit is a most valuable asset and it should be carefully guarded. To meet his bills promptly and to be good for whatever he buys is necessary to maintain his commercial character or credit; besides, it makes smooth many places that otherwise would be rough. Ability to pay is directly affected by the way goods are trusted out and collections made. It is imperative then to

KEEP CREDITS DOWN AND COLLECTIONS UP,

for it is easy for the merchant to get all his available cash on his books and thus diminish his ability to pay his debts. Our surplus thus loaned out draws no interest, and, say what we will, profits do not cover this loss in a satisfactory manner. Often the capital thus loaned out prevents the merchant discounting his bills and the discounts, were he able to take them, would every year add substantially to his profits. Anything that will honorably build up our profits is desirable, and no way is easier or surer than by saving discounts. It takes cash to do it and short credits, and few of them will help us to the cash.

* * * *

OVER-ZEALOUSNESS TO SECURE TRADE

and the consequent fear to say "No" put many bad accounts on our books. It is difficult to refuse credit to a customer who has spent more or less money in your store and who may also have brought you other trade, but if he is not deserving of credit he should be refused. By so doing a customer may be lost, but if he is trusted both the customer and his account are lost. There are a great many such people in every community and their patronage is worth just as much as anybody else's so long as they pay. But few of such customers are lost by refusing to trust them. Here, then, is an incentive to insist on cash with the goods, for cash customers are what we want. Slow pay customers are much the same, for when asked to settle they are very apt to leave you until such time as they feel like paying.

* * * *

Cultivate those who pay; they remain one's customer and friends; of all who deal with us they are most easily pleased. They are the principal ones whose kindly recommendations bring us new trade. They are not the ones who accuse you of trickery and dishonesty. They are not the ones who put you off a year or more on their accounts, using their valuable cash in the meantime to pay for large bills of goods bought from catalogue houses. Those customers who pay as they go "Grapple to thy soul with hoops of steel."

* * * * *

A STRICTLY CASH BUSINESS,

were it possible, would relieve us of our greatest source of loss, and, though it would not make the Hardware business one "Grand, sweet song," it would bring about a more satisfactory condition. If we cannot deal strictly for cash we can at least get close to it. Short credits can be insisted upon and we can limit it to those who are good pay. To follow this out to the letter and at the same time push our business industriously and intelligently spells success. Let us get into line.

The Banquet.

Members and guests to the number of about 250 were given a banquet on Tuesday evening by the manufacturers and wholesale merchants of Buffalo. E. C. Neal acted as toastmaster and gave the toast, "Our Guests," which was responded to by Sidney Detmers, of Sidney Shepard & Co. Addresses were also made by J. G. Ferres, R. R. Williams, H. A. Hull and John D. Taylor.

WEDNESDAY MORNING SESSION.

Much of both sessions this day was taken up by the jobbers, manufacturers and their traveling salesmen, to whom it was devoted, and W. P. Ladner, treasurer of the National Hardware Mutual Fire Insurance Co., delivered an address on "Mutual Fire Insurance," which was of great interest to all present.

At the Wednesday afternoon session an address on "The Science of Successful Salesmanship" was delivered by R. U. Conger, general manager Sheldon School of Scientific Salesmanship, which will be published in a later issue as a special article. Then followed an address which was read by E. C. Neal, of Buffalo.

Mr. Edgar C. Neal,

of the Buffalo Wholesale Hardware Co., selected as his subject, "Unity of Forces." We regret that lack of space prevents our printing his address in full. He said in part:

We are living in a progressive age; times and conditions are changing. The trend of trade is being diverted to a greater or less degree into other chanels than through the regular retail Hardware dealer. The idea that predominated yesterday is forgotten, and the thought of to-day is but the password for to-morrow. Profits are waning. * * * As a result the Hardwaremen of to-day find themselves confronted by many serious problems.

* * * *

Ten years ago it became apparent that the Hardware jobbing interests of the country were in a very unsatisfactory condition. Appreciating this fact, a number of gentlemen met in the city of Cleveland in a conference, out of which grew the National Hardware Association of the United States, which when born had twenty-seven children. This family has grown until to-day there are 190 good, healthy, wide-awake boys, and they are all eligible to sit down to the table together. To-day there are only about ten other jobbing Hardware houses in the United States who are eligible to membership.

* * * *

The belief is quite general that all combinations and consolidations are organized to stamp out competition and advance prices unduly. Without doubt, many consolidations have been organized with that end in view, but in my judgment, a large factor in making industrial consolidation a necessity was ignorant, unequal, even dishonest competition, and the manufacturers were willing to listen to plans or to any schemes which gave promise of even partial relief.

Next we have the American Hardware Manufacturers' Association. This was formed seven years ago. Its present membership is 225. This association, as you know, has met in recent years at the same time and place of the National Hardware Jobbers' Association.

I have simply referred to these larger interests to bring to your notice that the best men in the country, those who have large interests at stake, have deemed it wise, and good business policy, to unify their forces in order to meet existing conditions. But some may say these men knew each other, and there was a feeling of confidence. Do not mistake. I could name you several men, who were very bitter enemies, and who would not go into the same room with each other, to say nothing of breaking bread at the same table; but it was not a question of sentiment with them, it was to prepare a haven into which to cast anchor and be saved from the wreck, which to some houses was sure to come.

WAS THAT GOOD JUDGMENT?

As you look upon the picture to-day, and see the changed faces, does it not convince you that the brains of the country are in the Hardware trade?

* * * *

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Men, never was there greater need for associated effort than to-day. Not only should you feel the inspiration, but you should appreciate the necessity. If the evils from which you are suffering are to be cured, it must be done through united, determined co-operation, each with the other. Pardon me for the statement, but I must say many of the retail dealers are their own greatest enemies, and that nothing stands so much in the way of their success as themselves.

* * * *

Do you know that it takes a man of broad mind to get out of a rut and change his point of view? It is always the fellow who has the narrow mind that makes the trouble. One of our greatest difficulties to-day is, that the mercenary spirit to a large degree predominates. There is no way of doing without money. It is essential to our business, comfort and happiness, but the desire for it does not give us the right to lie, or steal, neither does it give you or me the right to sell goods below cost to make our competitors squeal, or try and close him out of an honest and honorable business. He has a right belonging to him, given him by his Creator, and when we try to crush him out, we trifle with his God. As much of the trade in your community as you can get legitimately, profitably and honorably, belongs to you, the balance to your competitor, and vice-versa. If you cannot sell your wares at as high a price as your neighbor, quality for quality, there is something wrong with you. If he cannot do the same there is something needs mending there. No matter what either of you do you cannot get all the business, and each one best make a fair profit on what goods are sold. It is no crime, gentlemen, to be unwilling to sell goods at a loss or without profit. But you say, tell us how this can all be brought about. By unity of forces.

Let me call your attention to the largest institutions that we have to-day, known as catalogue houses and department stores. They have a large force of shrewd business men. These men are in charge of departments, each one will have a larger stock or greater volume of business than most retail merchants here to-day. There would be, for example, the following departments: Tool, Stove, Crockery, Hardware, Sporting Goods, Grocery, Boots and Shoes, etc., each one a store in itself. The men of these stores, if you please, are called together for consultation very frequently, and discuss plans and devise ways of handling their business.

WHY DO THEY DO IT?

Because the management want their ideas, the concensus of opinion, and will govern their methods accordingly. This, gentlemen, is nothing more nor less than your association will do. It is a very essential feature in the trade to-day. The difference is simply this. You are obliged to leave your homes for a few days, entrusting your business to partner or trusted head clerk. You do this once a year, and during the intervening time you are struggling alone, working out your own salvation. These other gentlemen are at one central point every day, and can be summoned at a second's notice. Do you think, men, that you can in this twentieth century do without comparing notes with your neighbor, when concerns whose business runs into the millions need conference? Go to your competitor and say to him that you can see where you are both wrong. Show him where you are both doing a lot of business for glory. Get on friendly terms with him, and when a customer tells you that he can buy Nails at $2.10 base, when they cost $2.15 base at the mill, or Conductor Pipe at 3c. per foot, when it costs 3½c. per foot, or a steel shovel at 50c., when you sell it for 75c., 'phone the merchant, or go over and ask him before you say he is a damn fool, anyway, that he always was and always will be. If he is a member of your association he will tell you what is true, and perhaps you can fix it up and thus avoid foolish competition.

* * * *

Competition is commercial war. Unrestricted competition carried to its logical conclusion means death to some of the combatants and injury for all. Even the victor does not soon recover from the wounds of the conflict. There must always be competition. To stamp it out, were such a thing possible, would mean stagnation and death. It would mean that there was to be no further progress. If there were no prizes to be obtained, men would cease to put forth the effort which makes for progress and growth. If there were no larger prizes ahead of a young man than a mere office boy, or drayman, the likelihood is that few would put forth the effort to advance, but because there are prizes to be gained by competition, men are willing to become practically slaves to their business or profession, and in gaining those prizes for themselves they make large contributions to the sum of human progress and happiness. We need competition if we would grow, but it ought to be honest and intelligent competition, and that is not what is being had under conditions which prevail in many lines of trade at the present time. Have a system in your business, buy the best goods, know what they cost, put your prices on them intelligently, sell them at a fair profit.

THURSDAY MORNING SESSION.

This session was an executive one and intended for members only, devoted to the

Annual Report of Secretary.
Annual Report of Treasurer.
Report of Auditing Committee.
Report of Delegate to National Convention.
Report of Nominating Committee.
Election of Officers.
Report of Other Committees.

The afternoon session was entirely devoted to a general discussion of Question Box topics.

KOREAN HARDWARE.

Korea offers a good market for American goods, according to the report of Gordon Paddock, Consul-General at Seoul. The country is undergoing progressive changes consequent upon the Russian-Japanese war. American interests are getting a strong foothold there, and are bound to develop trade if they pursue such a purpose. So says Mr. Paddock.

Apparently, there is a good market in Korea for Hardware. An inspection of Korean Hardware in the Peabody Museum, in Salem, Mass., shows that primitive Hardware is in use in Korea. This collection, by the way, is the finest in this country. Besides, American interests in Korea, chiefly mining, are importing American machinery, which will naturally open the way for other American manufacturers.

The Koreans are, however, quite skilled in working brass and copper. In the Peabody Museum are some very fine brass bowls and other articles, and, also, specimens of copper working. The relics of a copper bowl, taken from an ancient grave, shows that the Koreans early had knowledge of that metal. It is probably that the Koreans acquired knowledge of metal working from both the Chinese and the Japanese, for both of these nations have several times invaded, or conquered Korea during the three thousand years of Korean history.

A glance at a photograph of a typical Korean house shows to the Hardwareman wonderful opportunities for the introduction of such common Hardware as door latches, knobs, modern hinges and locks, blind fasteners, and a hundred and one other little articles common in this country. The typical Korean house is only a little more than a hut.

Korean cutlery is also crude, though the Koreans have some excellent swords. One Korean meat knife in the Peabody Museum looks like a poorly shaped American cleaver. It is oblong in shape, with square corners, 20 inches long and four inches wide, and apparently, it was sharped on its three edges while its fourth was thrust into a crude wooden handle. Other Korean meat knives have curved blades, but they look very crude.

An idea of the simplicity of Korean Hardware may be gained from a description of an iron for ironing cloth; it looks something like an American spoke shave. It is all of iron, the flat ironing surface being in the centre and handles, each about six inches long, being on either side. Apparently, the Korean laundress grasped the handles with both hands, and went to work ironing cloth much as a carpenter goes to work with a spoke shave.

Korean scissors also are clumsy. They look as if the Korean grasped them with his whole hand, so big are the handles. The Koreans have knowledge of soldering, and some of their blacksmith pincers look like those seen on country forges to-day. But their hammers look like old-fashioned flat heads used by cobblers, and a Korean plane consists of a metal blade driven through a hard wood block at an angle, and fastened with a wooden wedge.

A Korean spade is a fairly modern looking instrument, and Korean brass candlesticks are artistic. Korean pots and kettles look primitive. Indeed, the Korean depend a great deal upon pottery for their cooking utensils.

But a Korean chair of State is a gem. It is a unicycle, and antedated the present railroads which American and European capital is constructing in the country. The chair has a single heavy iron wheel about two feet in diameter. Its solitary seat, upholstered in yellow as a sign of high rank, is about five feet from the ground, it being supported by a wooden framework upon the axis of the wheel. Motive power is supplied by man power in the shafts which stretch five feet to the front and rear. This power at the same time keeps the chair, and its passenger, on an even balance.

This brief sketch of the crude Hardware used by them may give to progressive American firms an idea of the remarkable possibilities for trade that will follow a re-awakening of civilization and progress in the Orient. F. A. G.

KAFFIR HARDWARE; NOVELTIES WANTED.

As our readers in South Africa are aware, says the South African *Export Gazette*, the Hardware department for Kaffirs is an exceedingly important one, and in most up-country stores forms no inconsiderable item in the turnover. This is so generally recognized by enterprising importers of these goods that standing instructions are invariably given to their European buyers, if they have such, or to the coast houses supporting them, to include in their parcels any likely novelties in this line which are calculated to appeal to the native taste. This is extremely changeable, and therefore capricious, so much so, indeed, as to render special attention to this branch of Kaffir trade imperative, especially if it is of moment to retain the native as a customer.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

THE MOST STUPENDOUS ADVERTISING CAMPAIGN EVER INAUGURATED BY A VARNISH MANUFACTURER

As we have previously informed you, we are going to spend

SIXTY THOUSAND DOLLARS

exploiting JAP-A-LAC during the coming Spring months. This will be the largest amount of money ever expended for advertising by any Varnish Manufacturer in pushing a specialty.

Our JAP-A-LAC business has assumed such proportions that we feel justified in this immense expenditure, and *want every dealer in the country to realize just what there is in it for him.*

Whether you are selling some varnish stain or other line of goods, claimed to be similar to JAP-A-LAC, makes no difference. JAP-A-LAC is bound to have the call this year. *You can make big money if you get in line now.*

In order to interest all of the dealers, we have arranged a contest for the best window displays and advertisements of JAP-A-LAC produced by the dealers during "JAP-A-LAC WEEK." We will soon inform you fully regarding "JAP-A-LAC WEEK" We will give

ONE THOUSAND DOLLARS IN PRIZES.

The contest will be divided into three classes and promulgated on the following lines:

CLASS "A." *Cities of more than 50,000 population.*		CLASS "B." *Cities under 50,000 and more than 10,000 population.*		CLASS "C." *Towns of less than 10,000 population.*	
1st Prize	$100.00	1st Prize	$50.00	1st Prize	$30.00
2d "	50.00	2d "	25.00	2d "	15.00
2 Prizes of	25.00 each	2 Prizes of	15.00 each	2 Prizes of	10.00 each
10 "	10.00 "	5 "	10.00 "	20 "	5.00 "
*Special 20 "	5.00 "	10 "	5.00 "	*Special 16 "	5.00 "
		*Special 10 "	5.00 "		

*Special: For the best letters describing the effectiveness of the window display; letters to accompany photograph of display.

In addition to the above prizes, we purpose giving 10 prizes of $5.00 each for the 10 most original window displays; also 10 prizes of $5.00 each for the best advertising phrases on blank pointers.

All those who compete in each class will have an opportunity to win one or both of these extra prizes.

The blank pointers are part of the make-up of free window display, which we propose furnishing to all dealers who enter the contest. The free display matter, which we will furnish, is made up of 1 large Cut-out; 6 Card Hangers, printed on two sides; 1 Set of 6 Educational Signs; 1 Reproduction of our four-page, colored advertisement, which is to be run in the *Delineator, Designer* and *New Idea*, issue of May, at a cost of $15,000; 12 Printed Hands, pointing to various interesting statements regarding JAP-A-LAC in the *Delineator, Designer* and *New Idea* advertisement; 4 Blank Hands on which the dealer may print some good advertising point regarding JAP-A-LAC, and 1 large JAP-A-LAC Strip, 49 inches long by 11 inches high.

It is absolutely necessary that all dealers who enter the contest have a good supply of JAP-A-LAC. If you are handling JAP-A-LAC, we would urge sending us a re-order for enough to make a large window display, unless you have a sufficient quantity. If you are not handling JAP-A-LAC, we want you to put it in stock. We believe we can convince you that there is big money in it.

Ask for full information regarding special introductory asortment of JAP-A-LAC.

It is only a question of time when every dealer in the United States will find it to his interest to handle JAP-A-LAC, and the sooner you take hold of this profitable and well-advertised article, the sooner you will commence to receive the profit which otherwise is sure to go to some other energetic dealer in your town.

There is more to follow; keep track of us for the next few months.

ADDRESS 641 WILLIAMSON BUILDING,

THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

CLEVELAND, OHIO

Many manufacturers, however, may not know to what huge proportions this trade has attained, and we are convinced that those who make a specialty of Kaffir Hardware might do worse than lay themselves out for the production of occasional novelties. Merchants are constantly on the look out for such, and would readily buy anything which has the slightest chance in their expert judgment of appealing to those for whom the novelties are intended.

Yet, in face of this undoubted demand, we often hear merchants complain of the almost utter dearth of Hardware novelties coming on to the market. Take Kaffir cast-iron pots, for instance. These are practically the same in design as they were 20 years ago, despite the fact that they are one of the leading lines, the trade in which has grown enormously of recent years. Except in Rhodesia and remote Kaffir kraals, where the natives still continue to make crude cooking pots of clay, most Kaffirs now use modern utensils, and we incline to the view that if the latter were embossed with, say, native figures of either men or women, or other suitable subject, they would prove good sellers. Kaffir knives, again, whether retailing at 3d., 6d., or 1s., are a splendid line, and although the average native is now sufficiently enlightened to discriminate between a good or bad blade—which by the way, must always be broad—he will frequently give a better price for an article that takes his fancy, provided he is satisfied as to quality. Most Kaffirs show a decided preference for knives the handles of which are of malleable cast-iron, of which they are very fond, and the stamping of a taking pattern of novel design leaves much scope to the ingenuity of cutlery manufacturers. Axes are another important item of this trade, but little scope is left for novelty in these. Those of American pattern are generally preferred, mainly for the reason that the blades are brightly polished, half being a brilliant navy blue, the mirrored glass. As a general rule, the English axes are not so treated, and the more taking article therefore commands the greatest sale.

THE TIN PLATE PRODUCTION.

At the present time the production of tin plates is about 20,000,000 boxes and the production of tin close to 90,000 tons. In the years 1893, 1894 and 1895 the manufacture of tin plates in England and America reached 10,000,000 boxes, and about that time the production of tin in the Straits and from all other sources reached about 75,000 tons. It is therefore evident that while the production of plates has actually doubled, tin has only increased about 20 per cent.

Messrs. D. H. Burrell & Co., Little Falls, N. Y., will erect a factory at Brockville, Ont., for the manufacture of dairy supplies. The town council will grant the company an appropriation of $1,000.

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REVIEW OF THE MARKETS.

WIRE NAILS: There has been only a moderate demand for Wire Nails, which is improving with the weather, and this month is expected to furnish an increased volume of trade. The future is looked forward to as furnishing an increased business under the present healthful conditions. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. Jobbers are complaining of the delays in transportation, which, however, is hoped will end with pleasanter weather. Quotations are as follows, for this market:

Single carloads $1.99
Small lots from store 2.05

CUT NAILS: The market, which has been fairly dull the latter part of last month, is now becoming more brisk as a big trade is anticipated in the immediate future. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

F.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York. A fairly good demand is affecting the local market and an increasing trade may be expected. It is expected the amount of building already in sight being projected in the future, will affect the Cut Nail favorably. Quotations are as follows:

Carloads on dock $1.94
Less than carloads on dock..... 1.99
Small lots from store .....$2.00 to 2.05

BARB WIRE: Weather conditions only have prevented the large Spring demand which was anticipated, and which already shows its eagerness, the market being strong and the mills well occupied. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers carload lots $1.95		$2.25
Retailers carload lots 2.00		2.30
Retailers less than carload lots..... 2.10		2.40

SMOOTH FENCE WIRE: The market for Fence Wire is firm and strong, the mills being full of orders, and the business looking to a busy future. That there will be a satisfactory market goes without saying. Quotations are as follows, f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots $1.65
Retailers, carload lots 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

BUILDERS' HARDWARE: Orders have been received by the leading makers that emphasize the strength of the market. The Associated Manufacturers advanced their prices 10 per cent. on March 1st, and from the amount of building in sight throughout the country, it was not surprising to find the trade taking full advantage of advance orders.

ROPE: The following quotations represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger.....	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger.....	10
No. 2 Sisal, 7-16 and larger.....	8¼

Less ¼ cent to the large trade.

BINDER TWINE. General market quotations f.o.b. Eastern factories, may be given as follows:

White Sisal (500 feet to the pound)..... 9¼ to 9¾
Standard (500 feet to the pound)..... 9¼ to 9¾
Standard Manila (550 feet to the pound)....10¼ to 10¾
Manila (600 feet to the pound).....11¼ to 11¾
Pure Manila (650 feet to the pound).....12¼ to 12¾

Less than carload lots quarter of a cent extra.

LINSEED OIL: The following advanced quotations were announced March 1 on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....48 cents per gallon.
In lots of 5 barrels or more.....47 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE PHILADELPHIA TRADE.

Winter still has us in his "Grippe," and the signs of Spring are few and far between, but we have not given up hope. The snow is beginning to disappear, and although the country is still ice-bound, there prevails a belief that the almanac may be limited and that a warmer sun is due in the near future. Orders are coming in in fair volume, and a few bright warm days are all that is needed to make trade active. Outside work has hardly begun, and, of course, no great demand can be expected until farmers and mechanics are once more able to get to work. Prices remain without many changes, although the material market is very strong, and the curious situation is presented that the largest production of iron and steel on record is coupled with an advance in prices. This rather reverses the usual order of things and makes a firm and steady market. Collections are very slow, and like everything else depend on the weather. We are all sun worshippers yet, and trust our next letter will report a general improvement.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

Notwithstanding the large demand for pig iron there is disappointment with jobbers in the amount of February trade. The feeling prevails that the advance in pig iron has been too radical in view of the large production, and unless consumption keeps a lively pace a decline is likely to follow. Conservatism is not pessimism. It often proves of great value. If we wish to avoid depression, we must not create booms. In this section the farmers have little income and large expense at this time of year. Soon, however, stock feeding will be over and milk and eggs will add to the income, and the sugar bushes will bring some revenue, and the demand for farming utensils will make retailers busy. Building will be renewed. Our expectations probably have been too optimistic. If the leading railroad men accept the request of the president to serve on a commission to prepare a bill to prevent rebates, it will allay apprehension that the business of the country is to be injured by legislation. The people of the country are in hearty sympathy with the president in his determination to correct this abuse. If the best railroad men oppose all legislation to accomplish this, they alone will be responsible for unwise action. They could prepare a bill that would be of mutual benefit to the railroads and the public. They now have an opportunity to serve the interest they represent and at the same time serve the public.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

The most interesting event this week in a business way, was the voluntary increase of ten per cent in wages of employees in the Coke Region. This affects some 18,000 men and adds just ten per cent. to their purchasing ability from the merchant. The increase shows the strong condition of the Coke and Steel Industries in comparison with last year, when wages were cut down and every saving possible made. Spring weather has not made itself felt very markedly as yet, but we have had some forerunners. The ice gorge in the Ohio near Cincinnati has moved out taking a large number of coal craft with it. The upper rivers have not moved and it will take considerable rain to start them. Our usual Winter and early Spring freshets have not yet appeared. Manufacturers are quite busy in all heavy goods, tools and etc., and a few days of sunshine will bring a rush of orders from the retailers, which the jobbers will do their best to satisfy. We note with pleasure, the preamble and resolution passed by the Indiana Retail Hardware Association at their recent State Convention, wherein they commend the position of the National Hardware Jobbers' Association, in working for the best interests of the retailers, and express the wish that all jobbers should belong to and work with the Jobbers'

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NICHOLSON FILE COMPANY
GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, MCCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

Association. When each department of trade, manufacturer, Jobber and retailer, does its part and all work together for the common good there will be some pleasure as well as profit in doing business. Logan-Gregg Hardware Co.

THE ST. PAUL TRADE.

The beautiful Spring weather we are having so early is opening up business in good shape. Orders are coming in rather larger than usual at this time of year. We attended the retail Hardware association of North Dakota and Minnesota and can say that the meetings were of much benefit to all who attended. We believe that every man in the Hardware business should be a member of his State Association and should attend the annual meetings. He will be surprised at the benefits received by rubbing up against his competitors. He will get a whole lot of new and valuable ideas and may also give away some of his own good things, but, he will get more than he will give.

Hackett, Walther, Gates Hardware Co.

THE SAN FRANCISCO TRADE.

The status of trade conditions in the three Pacific Coast States are in perfect accord with the situation we hear of, relating general business expansion in the Eastern and Western States, where it is reported the regular barometers, such as the clearings and the iron and provision trades, show a general forward movement, with iron and steel leading all other staples in point of activity and the mills and furnaces are fully employed. Thus far copious rains in the coast States insure abundant grain crops for the current year, and with the agricultural outlook thus propitious confidence naturally prevails all over this section of the country, and the average citizen feels that there is nothing to worry over except death and taxes, which come along with their old-time regularity. Something, of course, may turn up later on in the season to damage trade conditions, but it is not yet in sight.

The inspiration from all this, and maybe from other animative causes, appear to have revivified the elderly members of the local Hardware trade yet in harness and vigorously pulling onward, causing remarks from some who severally are near the chloroform age announced by Dr. Osler, to observe that California's longevity climate was lost sight of by the medicine man, else he would have prescribed 80 or 90 instead of 60 years for the retirement period of mundane life. Our 57-year-old youth in the San Francisco trade hazarded this remark: "I expect to be weighing out nails to customers, and horseshoe and wagon iron, many years to come, and feel that I'm in the prime of life when I shall hear Dr. Osler has reached his 60th year and not only refused to take chloroform but strenuously trying to upbuild his system by taking a decoction of iron three times a day."

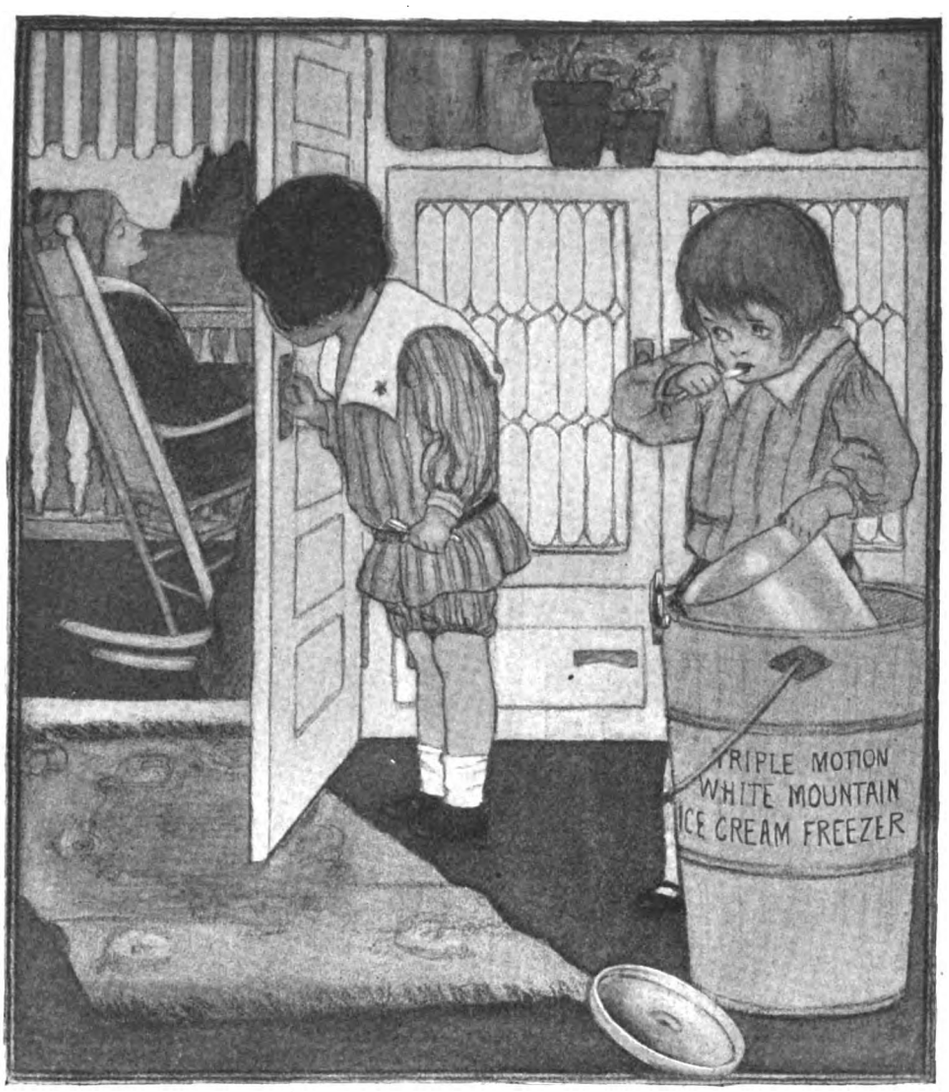
Since it is yet fresh in memory that the country east of the Rocky Mountains has just recovered from the grip of one of the most diabolical winters on record, it may be considered in better taste by the people over yonder if we stop tooting our own horn about California enjoying an ideal winter, with abundant rainfall to insure the prosperity of all crops during the coming season, interspersed with much fair weather and with only now and then a frosty snap to make the prevailing mild temperatures more enjoyable, and give some other fellow from the outside a tooting chance. For instance, Henry C. Atkins, from over the mountains where, at Indianapolis, Ind., he has his headquarters as president of the "Always Ahead" E. C. Atkins & Co., was recently in this western territory, where his company enjoys a large trade, to thoroughly acquaint himself with current and possible future conditions in our industrial and commercial circles. Mr. Atkins said he considered this coast one of the most remunerative sections of his company's zone of influence, and expressed the thought that the Pacific Coast offered perhaps better inducements than any other section of the country. "The enormous forest interests combined with the agricultural factors, afford great inducements to our company, and our saws are buzzing midst a large amount of this Western business. Yes, I like San Francisco and hope some day to be able to live here. The climate is a working climate all the year round and here everyone seems to be on the go, and that is what pleases me. When others work, one feels that there is no excuse for his not laboring too, and that is where your city derives its commercial strength. It does not advertise, except by its record of bank clearances, but that is far better than yards of newspaper clippings. I found the North Pacific cities about the same in their policeis and I have yet to visit Los Angeles. Taken as a whole I am pleased with the Western metropolis and hope to visit it again before long."

As this issue of Hardware goes to press the California State Retail Hardware Association will be in session in San Francisco, holding its fourth annual meeting. The superb arrangements being made for the event by Vice-President Guttman and Secretary Gracey is intermingled with much regret, based in the fact that the association's strenuous president, Mr. Sites, of the Palace Hardware Company of San Francisco, is unavoidably absent and will be unable to attend the meeting. This popular president of the association left this week for the East, responsive to a sudden call involving business of prime importance to his company. Although he will be thousands of miles distant from the convention, and left word with solicitous fellow tradesmen that the growing responsibilities devolving upon him in connection with his company's increasing business, he would, as a workingman, consider it "unfair" should his name be presented for reelection, yet the writer predicts that Mr. Sites will be reelected as the third-termer President of the California State Retail Hardware Association.

Industrial Press Association.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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DON'T BE CAUGHT NAPPING on the freezer question. The time to order your ice cream freezers is a long time before you need them. You'd better have an order in than be a sale out. And the freezer to order is the BEST one—the

White Mountain Freezer

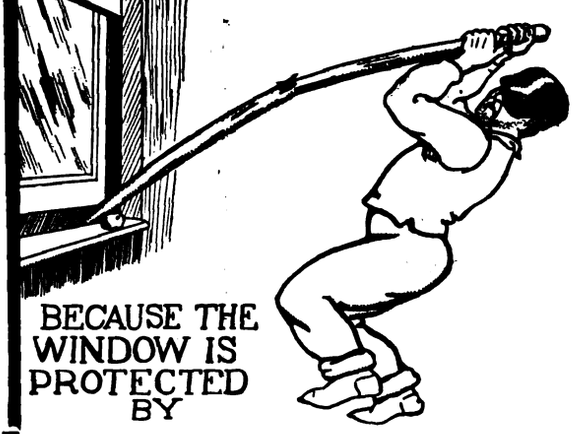
You will sell more than you did last season.
ORDER EARLY. Write your jobber to-day.

Our new catalogue is ready. The latest and best thing in freezer literature. SEND FOR A COPY.

The White Mountain Freezer Company, Nashua, New Hampshire,
The White Mountain Country.

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WHAT'S THE USE HE CAN'T GET IN



BECAUSE THE WINDOW IS PROTECTED BY

Rosenberg's Perfection

Burglar Proof

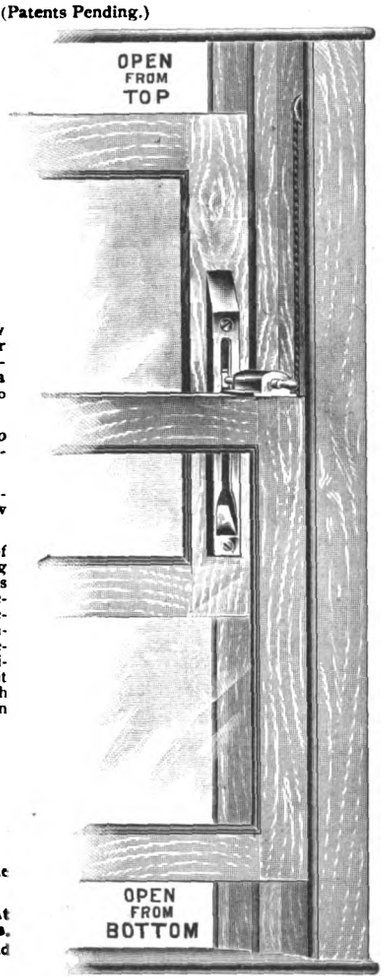
SASH LOCK and VENTILATOR

(Patents Pending.)

Permits the sash being raised from the bottom or lowered from the top from one to six inches, without sacrificing security.

Draws sashes tightly together, preventing rattling and draught.

It is impossible to unlock the opened window from outside by any means.



Simplex Lock shown in operation.



The window when locked either open or closed cannot be raised with a crowbar by 2000 lbs. pressure.

Not necessary to cut sashes to attach.

Anybody can attach it with a screw driver.

This lock is one of the fastest selling of all counter goods as it quickly demonstrates its usefulness to customers. Women, especially, are enthusiastic over it as it affords them such complete protection in the home.

Retail Price: 25c., 35c. and 50c.

According to style and finish.

Samples sent free to dealers, with prices and terms.

SAFETY WINDOW LOCK & VENTILATOR CO.

17 QUINCY ST. CHICAGO, ILL.

Salesmen Wanted.

Perfection Lock ⅔ original size.

THE SAGINAW TRADE.

We are inclined to believe that February, which is always a quiet month in this district, was fully as quiet as usual this year. However, the month of March starts out with unusual brightness; every one is expecting an early Spring, country merchants are asking to have their Spring orders shipped at earlier dates than originally specified; the weather has been bright and clear, warm during the day and freezing at night, and if this only continues there will be no danger from high water this Spring. Generally speaking we believe the manufacturers are well supplied with orders, and there seems nothing to prevent a heavy Spring business. Morley Brothers.

OPPOSITION TO TRADE SCHOOLS.

In his recent inaugural address Governor Douglas of Massachusetts strongly advocated the establishment of trade schools in connection with the various industries of the State as a substitute for the apprenticeship system, which, in the course of modern industrial development, has practically fallen into desuetude. He pointed out that, under present conditions, there is but little opportunity for young men to learn a trade, and that to-day most workmen understand but one small part of an industry, instead of gaining that practical knowledge of a trade as a whole and of the scientific principles upon which it is founded that is necessary to enable them to secure advancement. Thus many bright young men, through lack of the broader training, are compelled to work indefinitely at the machine or bench. Mr. Douglas expressed his emphatic approval of the principal of State aid for trade schools, as a means for keeping Massachusetts at the front in the industrial world. This attitude of the chief executive of their State—himself one of the largest employers of labor in the Commonwealth—has been positively condemned by the labor unions of Massachusetts. At a meeting of the Executive Committee of the State Federation of Labor in Boston last week a resolution was adopted in the following terms: "We are opposed to trade schools in the shoemaking industry or any other trade, as objectionable, because they never learn (? teach) the practical parts of a business, only giving a smattering of theoretical knowledge that makes its victim a poor workman, incapable of getting a good job, and yet a menace to every other man in the craft." It was also decided that the Federation should present its views to the Massachusetts Legislative Committee on Labor, with the object of checking any indorsement by the Legislature of the Governor's recommendations in the matter.

The fallacy of the above statement of the Massachusetts labor leaders is obvious to those who have given any study to the trade school question. The beneficial results achieved by these institutions in Europe—notably in Germany—and to an unfortunately limited extent in this country, have amply demonstrated the value of trade school training in the industrial advancement alike of the individual tradesman and of the entire trade. In short, it is becoming more clearly apparent that the country, the State, or the community that neglects the trade and technical training of its youth will inevitably lose ground industrially, and the business it should secure will go where such training is encouraged and fostered. The opposition of labor unions to trade schools is founded ostensibly upon the allegation that trade schools turn out poor workmen, who are a menace to others in their trade. That such a charge is unfounded can very readily be proved by the records of one such institution in this country—the New York Trade School—which is yearly turning out, not fully equipped and skilled journeymen, but young men so thoroughly grounded in the theory and practice of their craft that they are able in a comparatively short time to become full fledged journeymen, of a type, as to knowledge, skill and intelligence, that readily secures for them steady employment wherever they may locate, and facilitates their advancement to positions of responsibility and profit. Many such young men have been enabled at a comparatively early age to embark in business for themselves, an achievement that would not have been possible had their trade school training done them the injury the Massachusetts labor leaders would have the public believe that it does. It is unfortunate that the opposition of labor, of which the Massachusetts instance is but the latest example, founded on a selfish misconception, should have so successfully impeded the spread of the trade school movement in this country up to the present.—*Metal Worker.*

SERVANT GIRL PROBLEM.

"This servant girl problem will make me old before my time!"

"Bothers you, too, does it?"

"Indeed it does. If I have an ugly maid my husband is away all the time, and if I have a pretty one, he is at home all the time, and I daren't go away; so there it is."—*Houston Post.*

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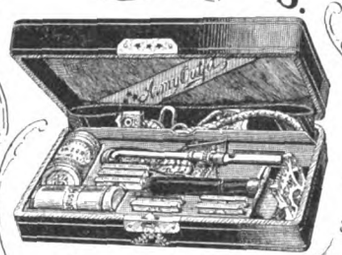
The ORIGINAL Star Safety Razor



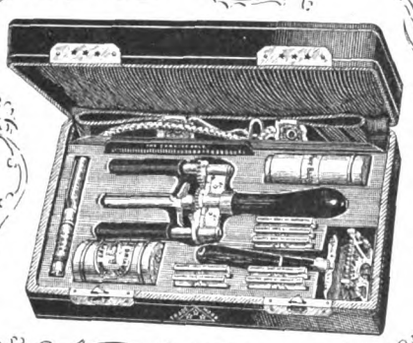


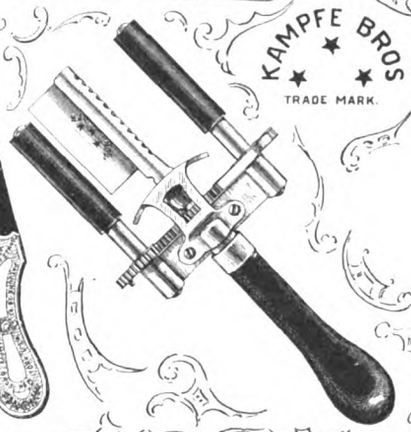


A few of our Specialties.









KAMPFE BROS
TRADE MARK.

ON SALE AT ALL LEADING DEALERS
IN HIGH CLASS CUTLERY
OR

KAMPFE BROS.

8-12 Reade St, *New York City.*

SEND FOR CATALOGUE AND PRICE LIST.



READY FOR USE.

"Star" Safety Corn Razor

Simple, Safe and Sure. Gives immediate relief to sufferer from any corn, no matter how hard it may be. Impossible to cut the foot. Can be stropped or honed like any razor.
With every initial order for 12 we send handsome display case. Leather pocket with each Razor.

We're helping you sell it through our Magazine Advertising.

Guard partly open



KAMPFE BROS.
8-12 Reade St.,
NEW YORK.

Send for descriptive catalog and prices.

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WHAT DYNAMITE IS.

Probably there is no article in more general use in the development of new countries than dynamite. In mining and in excavation, and in a hundred other fields it has superseded the old blasting powder and other explosives in use a generation ago. Many persons, however, have little idea of what dynamite really is and of how it is prepared. Even those who use it constantly know very little of its composition and its characteristics, and to this ignorance no doubt are due many of the accidents attributed to it.

The chief point of difference between dynamite and powder is that it is not an explosive, but a detonator, a difference in degree only perhaps, scientifically considered, but having a wide difference in effects.

An explosion is caused by the generating or liberating of gases from a solid, liquid or gaseous substance so quickly that the gases formed cannot be confined in the space of the original substance—a more or less slow process; whereas detonators liberate their gases almost instantaneously. The greater bulk must find an outlet at once, and does not have time to seek the place of least resistance, but must find space immediately. A detonation is, in round numbers, 1,000 times quicker than an explosion. A strong concussion and a spark in combination will cause it.

Dynamite is not quite the dangerous substance that most people suppose it to be. It can be handled with impunity, and even recklessly, if one knows just how this should be done, and will not detonate, except under certain well-defined circumstances. The marketable article, in order to fit into drill-holes, is generally in the form of sticks varying from half an inch to 3 inches in diameter, and in length from 2½ to 12 inches. These sticks are formed by packing dynamite into oiled paper cases of the required size.

Dynamite, according to the best authority of those familiar with its manufacture, is nitro-glycerine held in an absorbent, such as infusorial earth, wood-pulp, coal dust or other material that will hold the nitro-glycerine tightly and not allow it to settle at the bottom. It is a powder of rather a sticky, resinous nature, varying in color with the absorbent used. The strength is commercially designated by the percentage, by weight, of the amount of nitro-glycerine absorbed by the carrier, running from 20 to 80 per cent. It probably is more generally used at or around 40 per cent. With the absorbent are certain other ingredients so combined as to obtain perfect results in absorption and to guard against the danger of any free acid left in the nitro-glycerine. The nitro-glycerine is the only detonating property; the absorbent neither helps nor retards this property.

For commercial purposes stick dynamite usually is packed in twenty-five or fifty pound cases, together with a liberal allowance of sawdust, and it then can be handled, carted, freighted or stored without appreciable danger, providing ordinary intelligence and due care be used.

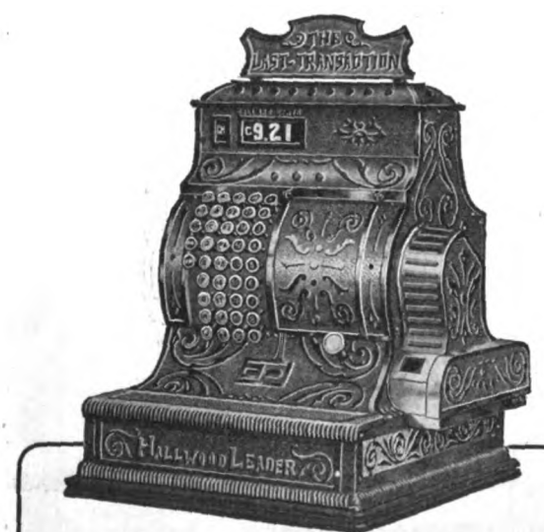
RECENT TRADE PUBLICATIONS.

The Keyser Manufacturing Co., Chattanooga, Tenn., are sending out a 1905 catalogue which takes the place of all previous issues. This catalogue is devoted to the "Odorless" refrigerators of their manufacture. They claim for the Odorless greater economy in the consumption of ice and for food saving qualities than any other refrigerator. In applying the word "Odorless" the company explain that they do not mean they destroy the odor of articles placed in the provision chamber, but that the circulation of air is so perfectly arranged that the odors from meats, fish, poultry, cheese, etc., are carried off and out of the refrigerator, not back to the ice—the food remains sweet and fresh. Many valuable suggestions as to "How to use the Odorless" are given in the above catalogue. To make yourself satisfied with your purchase, you must have the best results, and by following the above mentioned suggestions, you will have no trouble. Write at once for a catalogue.

The American Hardware Manufacturing Co., 371-373 Seventh Street, Buffalo, N. Y., manufacturers of refrigerator and special Hardware have recently distributed a new catalogue in pamphlet form, containing 32 pages. They state they are one of the largest manufacturers of refrigerator trimmings in the country, of which their catalogue comprises only a very small part. They have made an unusually extensive line of trimmings original in design and mechanism, and for assortment, they claim unequaled by any manufacturer in this class of work. They are fully equipped to take care of special trimmings, in fact they make this class of work a specialty. Goods are made in bright (cheapest brass, bronze and roman gold), polished brass, bronze, roman gold and nickel. All finishes can be had. If this line of goods interests you, send for catalogue.

♣

"'Good men,' she had once said, "are like good roads—made to walk over!'"



A $250.00 Cash Register for
$125.00
HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store.

THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.
1161 Yale Avenue Columbus, Ohio.

BEECH

MOP WRINGERS

are in daily use by thousands of satisfied buyers and the demand is constantly increasing.

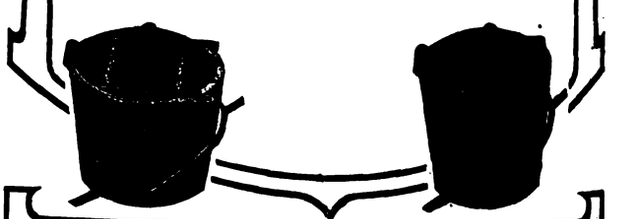
They are thoroughly good---made on the right lines and of the best materials.

"BEECH" is the name of the patentee and does not refer to material used.

They sell readily and afford a good profit to the dealer.

Carried in stock by jobbers, everywhere.

Write now for catalog and prices.



— MANUFACTURED BY —
BEECH NOVELTY CO.
— MANSFIELD, OHIO. —

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STEVENS

RIFLES — PISTOLS — SHOTGUNS

SELL THEMSELVES AND STAY SOLD

STEVENS TRADE AIDS..

WE CONTINUALLY ASSIST THE DEALER

in facilitating the sale of the "Stevens" with advertising matter in the way of booklets, circulars, electrotypes, etc. A valuable adjunct to our advertising campaign is

The Stevens Part Envelope

which we furnish FREE to dealers, imprinted with their firm name and address. These envelopes are issued in quantities of 250, 500 and 1000. Will be sent anywhere on application, the DEALER DEFRAYING THE EXPRESS OR FREIGHT CHARGES ON SAME.

A judicious distribution of this advertising matter invariably redounds to the interest of the retailer and is a permanent advertisement for him.

These envelopes consist of a durable, good stock of manila paper, open at the upper end The flaps are gummed, thus permitting their being sealed.

Our Part Envelopes are very useful for sending out small parts, etc.

Upon receipt of advices designating quantity wanted and shipping directions, we shall take pleasure in forwarding any number you desire.

THE STEVENS HANGER



¶ It is the consensus of opinion among the retail trade, that the STEVENS THREE-COLOR ALUMINUM SIGN is the most artistic and beautiful creation that has appeared for a long time. These signs are ornamented with very neat and attractive frames, and we would be pleased to mail one to any dealer requesting same.

Our Abridged Catalog—is another important advertising auxiliary which we supply to Dealers, the latter in turn, judiciously distributing this matter among their consuming trade. These catalogs illustrate and describe in detail all our popular, staple numbers, and are sent to Dealers in lots of 250, 500 and 1000, duly imprinted on front cover with Dealers' firm name and address.

Our Abridged Catalog—consists of 24 pages with cover, the contents being printed in two colors on first-class quality white paper. Cover is green and attractive in appearance. These booklets measure 6 inches by 3½ inches, making them particularly adaptable for enclosures in outgoing mail, and also handy for individual distribution among customers who call at store. We will gladly honor your requisition for any number of these catalogs that you are in a position to avail yourself of—our only exaction being, that the CONSIGNEE BEAR COST OF TRANSPORTATION—either freight or express.

SEND for 140-page Catalog describing our complete line of RIFLES, PISTOLS, SHOTGUNS and ACCESSORIES.

SPECIAL TELESCOPE CATALOG mailed free upon request.

All Leading Jobbers handle our goods and are in position to supply your wants at the lowest market figures.

Be sure to specify the STEVENS when ordering. THERE ARE NO SUBSTITUTES.

J. STEVENS ARMS & TOOL CO.

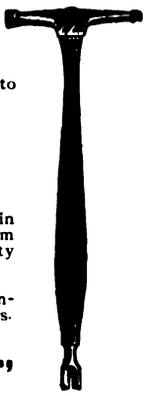
255 MAIN STREET

CHICOPEE FALLS, MASSACHUSETTS, U. S. A.

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AGAIN



WE wish to call your attention to our line of

Five—Ten—Fifteen Cents Specialties.

THE quality of all our goods is far in excess of the price asked for them —that's why we have no difficulty in selling them.

SEND us a trial order and be convinced of their excellence as sellers.

FRANKLIN SPECIALTY CO.,

807-809 Cherry St., Reading, Pa.

BOYD'S SUCCESS FLOWER STAND



has been sold in every state in the Union during the past four years and has everywhere given

SATISFACTION

It is made of iron and steel and will bear a great weight, is attractive in appearance and can't wear out.

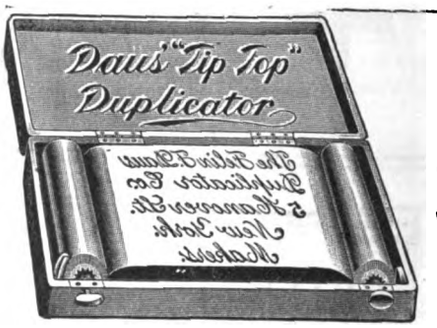
Makes a splendid window display.

Stand is 45 inches high, 32 inches wide, and holds 14 pots.

A Liberal Discount to Dealers Who will Mention "Hardware"

C. C. S. BOYD,

Pulaski, - - Pa.



Does This Look Like 30 Cents?

No? Well, there's a reason. It's Daus' Tip Top Duplicator. It's this size that costs $5. A most useful device to lift your or anybody's clerical work out of a rut. Use it for duplicating any kind of pen and ink or typewriting and it'll more than pay for itself in a month.

You'll wonder how you managed to get along without such a time-saver as Daus' Tip Top. Want to try it? No charge for 10 days trial. Write now.

Daus' Tip Top

The Felix P. J. Daus Duplicator Co.

111 John Street, New York, U. S. A

The "ORIGINAL JENNINGS" AUGERS and AUGER BITS



Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers

The Russell Jennings Mfg. Co., Deep River, Conn.

THIS IS THE "PULLMAN" TROUSER AND SKIRT HANGER



Be Sure You Have Them. Everyone Wants Them.
Two Sizes. Send for Folder No. 25.
Pullman Manufacturing Co., Rochester, N.Y



THE

VERMONT SAFETY OIL CAN.

Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

THE VERMONT SLATE CO.

Zanesville, Ohio.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

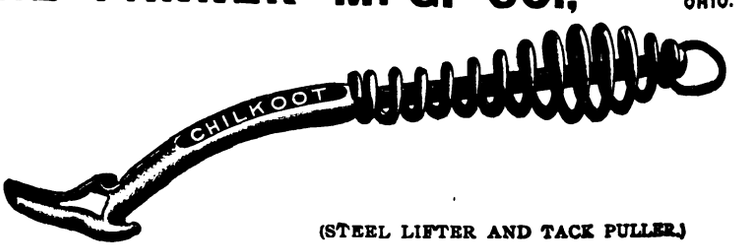
Address Dept. H,

THE

American Steel Roofing Co.

Middletown, O.

THE FANNER MFG. CO., CLEVELAND, OHIO.



(STEEL LIFTER AND TACK PULLER.)



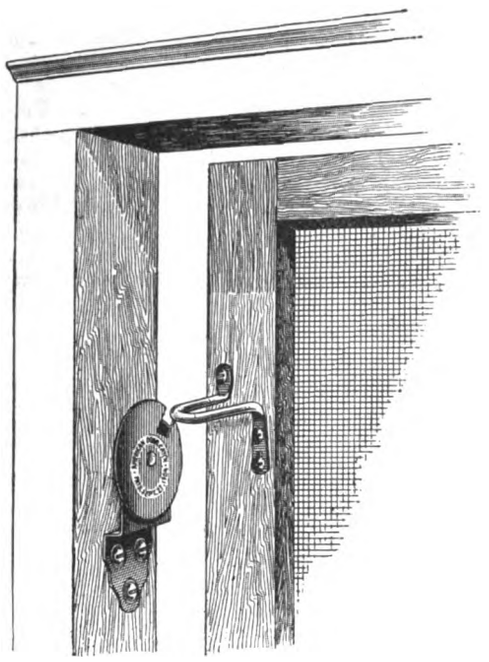
Ask for our catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

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MR. HARDWARE DEALER OF 1905

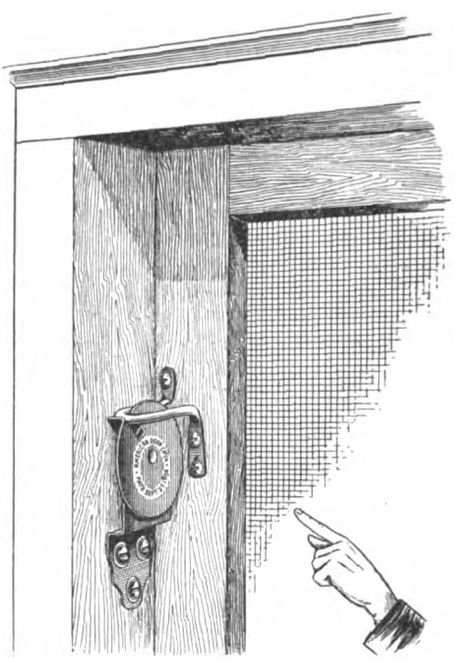
HAVE YOU SEEN A WORKING MODEL OF

THE AMERICAN DOOR CATCH



See
The Circle Action
It
Goes Over The
Center

Simple, Positive
Strong and Silent



We pack each catch, complete, n envelope with screws, staple, and cardboard templet, with instructions for attaching. The templet locates the position of screw holes in door and casing, so that any person can attach it. When the customer has the envelope they have it all.

One dozen envelopes in a carton with swing cover, showing 2 display cards. Cover remains open on counter showing advantages of Catch.

If you have not seen a model of the American Door Catch, ask your jobber, or write us direct, and we will express one prepaid, no charge.

Do not specify Spring order for screen door catches until you have seen a working model of the American, or an envelope showing how they are packed, and the price. Then use your judgment.

AMERICAN HARDWARE MFG. CO., Ottawa, Ill., U. S. A.



Drum Up Your Trade

With A Line Of

ARCADE GOODS

They please the most discriminating customer and bring profits to progressive dealers. A particularly satisfactory combination.

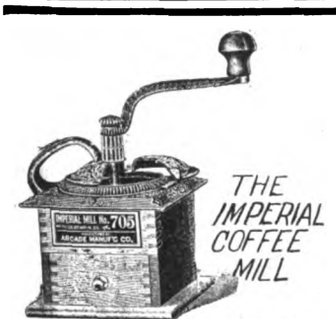
Send for Samples and Personally Examine our Line of Business Builders

WRITE FOR OUR NEW CATALOG - WRITE TO-DAY

ARCADE MFG. CO.

FREEPORT, ILL.

HERMAN KORNAHRENS, 111 MURRAY ST., NEW YORK.
J T ROWNTREE, 323 RIALTO BLDG., SAN FRANCISCO.
ARTHUR WATTS, 60 WABASH AVE, CHICAGO.
J E FORSEE & SON, 321 CHEMICAL BLDG. ST LOUIS
SELLING AGENTS



THE IMPERIAL COFFEE MILL

A durable-saleable mill. Built for rough work. Equipped with sliding cover and patent regulating lock nut

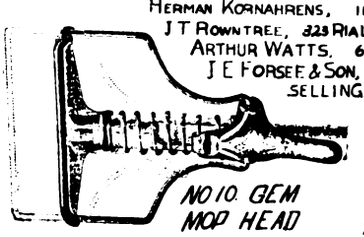
Send for Sample.



PERFECT LEMON SQUEEZER

For family use. Highly polished frame. Heavily tinned. A hot weather seller

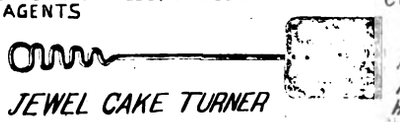
Send for Sample.



NO 10 GEM MOP HEAD

Made of one piece steel thoroughly tinned. 25% lighter than cast iron. Either plain or stained hardwood handles.

Send for Sample



JEWEL CAKE TURNER

An all steel kitchen utensil. Better in every way than the wooden handled turner. Very light and easily cleaned. The serpentine handle gives a firm cool grip

Send for Sample



CHAMPION CORK PULLER AND RE-CORKER

For family or bar use. Handsomely finished in Arcadian bronze or nickle plate. Working parts of the best oil tempered steel. Warranted to stand hardest work.

Send for Sample



THE BELL COFFEE MILL

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, Ohio.—Akron Hardware Co. has been incorporated. Capital, $10,000. G. E. Lawson and others incorporators.

Alvin, Texas.—L. B. Carlton & Co., of this city, are opening up a branch Hardware house at Humble.

Andover, N. B.—Howard Porter intends opening up a stock of Hardware.

Athol, Mass.—Arthur F. Tyler Company has been incorporated; Builders' Hardware. Capital, $25,000; president and treasurer, Arthur F. Tyler.

Augusta, Me.—The Northern Hardware Company has been organized with $50,000 capital stock.

Burr Oak, Kan.—The White Hardware Co. has been incorporated. Capital stock, $25,000.

Cardington, Ohio.—A. L. Calton, of Coshocton, will open up a new Hardware store.

Coalings, Cal.—Gravatt & Co. have opened a new stock of Hardware.

Dana, Kan.—E. P. Rice & Son have engaged in the Hardware business.

Dayton, Ohio.—The Barnquist Hardware Company has been incorporated. Capital stock, $15,000.

Evans City, Pa.—The Burry & Markel Company has been incorporated; general Hardware, vehicles and farming implements. Capital, $35,000.

Ft. Worth, Texas.—Ray Hardware Company has been incorporated. Capital stock, $10,000. Incorporators: J. P. Hayter, A. J. Clendenen, C. P. Warmon and John R. Ray.

Franklin, N. H.—J. F. Garrick has opened a first class Hardware store. He will also keep a fine line of sporting goods, bicycles and bicycle repairs.

Girard, Ohio.—The Zeller Hardware Co. has been incorporated. Capital stock, $5,000.

Granby, Neb.—Workman & Derryberry have engaged in the Hardware business.

Greenville, Texas.—Bethell-Lockwell Hardware and Implement Company has been incorporated. Capital, $30,000.

Kanopolis, Kan.—J. J. Kuntz has opened a new Hardware store.

Kittery, Me.—Williams Protective Corporation has been incorporated to deal in locks; capital, $500,000.

Martin, Tenn.—The Weakley County Hardware and Implement Company is the name of a stock company organized with a capital stock of $10,000. J. H. Elder, is president; M. Meeks, vice-president.

Muncie, Ind.—The Kimbrough Hardware Company has been incorporated by Hal C., Frank H., J. Lloyd and C. M. Kimbrough. Capital stock, $25,000.

New Berlin, Ill.—J. T. Wilcox will open a new Hardware store.

Oakley, Kan.—F. E. Churchill is engaging in the Hardware business.

Odessa, Mo.—F. A. Dingwerth will engage in the Hardware business.

Pineville, Mo.—Baker & Gabbert will engage in the Hardware and furniture business.

Piqua, Ohio.—The Angle Hardware Co. has been incorporated.

Radford, Va.—The Radford Hardware and Supply Co. has been incorporated. Capital stock, $25,000.

Stamford, Texas.—C. M. Patillo Hardware Company has been incorporated; capital stock, $20,000. Incorporated by C. M. Patillo, S. R. Tadlock and Milton Patillo of Fort Worth.

Sussex, N. J.—Lawrence Hardware Co. has been incorporated; capital, $50,000. Incorporators: Frederick W. Lawrence, Geo. S. Lawrence, Frank B. Whittle, Seeley F. Quince, all of Sussex, N. J.

Tabor, Iowa.—A. S. Bloedel will open a new Hardware store.

Thomasboro, Ill.—Fiedler Bros. have established a Hardware and implement business in this place.

Changes.

Argentine, Kan.—Hurley & McDonald have succeeded to the business of the Swope Hardware Co.

Batesburg, S. C.—The Gardner Hardware Company have sold out to E. Jones and Sons.

Bolckow, Mo.—Ashford & Dodds have been succeeded in the Hardware and implement business by Dodds & Patterson.

Hoquiam, Wash.—J. Quimby is adding Hardware to his other stock.

Chamberlain, S. D.—John Hulseman, of the firm of Wattson & Hulseman, dealers in Hardware and farm machinery, has sold his interest to Mr. Wattson.

Columbus, Ga.—The stock of the Bush Hardware Co. has been bought by Clarence P. Bush, E. Phillips and associates, and will in future be conducted under the firm name of the Bush-Phillips Hardware Co.

Cuba, N. Y.—W. D. Brayman and Fred Lacy have bought out the Hardware store and stock of Charles A. Gee.

Darlington, Kan.—D. F. Payne has sold his Hardware store to Moses Grooms.

Estelline, S. D.—E. M. Pope has disposed of his Hardware store and stock to N. Leonard & Son.

Fremont, Neb.—N. N. Hanson has purchased the Hardware business of the Foote, Stone & Rogers Co.

Freeport. Me.—The Hardware business of J. A. Brewster has been purchased by Willis Snow.

Goldendale, Wash.—W. A. McKenzie & Son have purchased the Hardware business of F. Walters.

Great Barrington, Mass.—N. B. Turner of Platt & Turner, Hardware dealers, has purchased J. A. Brewer's Hardware, harness and wagon business.

Hatton, Wash.—J. P. Strickler has purchased the Hardware business of P. H. Sherman & Co.

Henning, Ill.—Paulson & Wyman have purchased the Hardware stock of J. H. Fowler and will add it to their Hardware store.

Phelps, N. Y.—G. W. White has sold his Hardware store to Haslett & Reynolds.

Millbank, S. D.—Wood Bros. have purchased the Hardware and farm machinery business of C. Denkman at Corona and will hereafter conduct the business as a branch of their Milbank establishment.

Little Rock, Ark.—The Bracy Bros.' Hardware Company has increased its capital stock from $25,000 to $40,000.

Ludington, Mich.—Harry V. Huston has purchased the Hardware store formerly owned and conducted by O. J. Wilcox.

Monmouth, Ill.—W. L. Cooper and Will Bartlett, who have been employed in the store for some time, have been taken into the firm of the Schussler Hardware Company.

Newburyport, Mass.—The Hardware firm of Toppan & Wilson has been dissolved. Mr. Toppan retires from the firm and Mr. Wilson will continue the business.

Newton, Kan.—Carl Cummings has sold his Hardware business to Woods & Son of Clay Center.

Onawa, Iowa.—Divine & Cadwell, Hardware merchants, have sold their stock to J. O. Johnson of Vermillion, S. D.

Wayland, Iowa.—C. E. Berg and son have sold their large Hardware store on Main street to J. D. Snyder, of Fairfield.

Perrysville, Ind.—The O. K. Hardware and implement store has been sold by J. D. Bolla to Wilson Zurmeley and Llewyllen Jones.

Peoria, Ill.—Wright-Brown Hardware Company has increased its capital stock from $10,000 to $20,000.

Princeton, Ill.—L. L. Steele has disposed of his Hardware business to the Stutzman Hardware Company.

Rockford, Ill.—Gust. Haigg has disposed of his Hardware business to Nels Boyd.

Rock City, Ill.—F. O. Cronemiller has sold his stock of Hardware, furniture and harness to L. A. Zimmerman.

Strawberry Point, Ia.—Gilchrist & Morris have been succeeded in the Hardware business by Morris & Morris.

Vinita, I. T.—Geo. W. Gates has sold his Hardware business to Hickman & McOmber.

Whitehall, N. Y.—The E. C. Pratt & Co., Hardware store has been sold to M. D. Marshall and A. D. Willett of Vergennes, Vt.

Geneva, N. Y.—The stockholders of the Geneva Cutlery Co. at their recent annual meeting elected directors as follows: C. D. Vail, O. J. C. Rose, J. I. Maxwell, D. H. Henry, D. H. Patty, W. G. Dove, H. L. Henry, P. O'Malley and Howard Merrill. The directors will meet shortly and elect officers for the present year.

New Britain, Conn.—At the annual meeting of the Corbin Cabinet Lock Company, the following officers were chosen: President, Charles Glover; first vice-president, C. A. Earle; treasurer and secretary, Theodore E. Smith; assistant secretary, William L. Surre.

Providence, R. I.—The annual meeting of the Nicholson File Company was held on February 8th, at which the following officers were elected: President and general manager, Samuel M. Nicholson; vice-president, Arthur H. Watson; treasurer, George Nicholson; secretary, Robert A. Pierson; assistant treasurer, Henry W. Harman; assistant secretary, Walter W. Griffith.

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Sweeper is advertised, with the natural and inevitable result that there is practically no demand through the consumer for any other sweeper to-day. An article of merit **well** advertised, always brings more money than a similar article **not** advertised, and justly so. The advertised article sells easily, practically sells itself, whereas in the case of the unadvertised commodity, you have got to spend a lot of valuable time trying to convince customers that the article is "alright," "just as good," etc., and **then** it doesn't sell. The time is past when an inferior article, little known or advertised, can gain serious recognition merely through the inducement of lower prices. You might better pay double the price for the article of reputation that sells easily, and pays you a good profit. The BISSELL is the only sweeper ever sold on the market under a sound sincere policy of fixed retail prices that make the dealer's profits always good and secure.



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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Athol, Mass.—Arthur F. Tyler Company has been incorporated; Builders' Hardware. Capital $25,000. Promoters, Arthur F. Tyler, Edward L. Tyler, Charles E. Worrick.

Bangor, Me.—Mr. Peavey, the celebrated axe maker of Bangor and manufacturer of the well known Peavey axe, has leased a section of the foundry and machine shops and has started an edge tool factory.

Bloomfield, N. J.—The James L. Taylor Manufacturing Company has been incorporated. Capital stock, $100,000. The company is formed for the purpose of manufacturing clamps and other devices. The incorporators are James Russell Bell, James L. Taylor and William S. Benson.

Bridgeport, Ala.—Gunter Stove and Range Company has been incorporated; capital stock, $20,000. Incorporators, J. C. Gunter, Robert Stevenson, A. S. Jones and associates.

Butler, Ohio.—Richland Handle Company has been incorporated by H. Sotman, M. Wise, F. G. Sotman, A. Lanehart, A. Aungst. Capital $10,000.

Cleveland, Ohio.—The Secrest-Hoak Manufacturing Co. has been incorporated with $25,000 capital. Incorporators, H. O. Secrest, H. G. Hoak, Edwin G. Guthery, E. C. Gessner and R. W. Vaith. Lawn mowers, lawn trimmers, etc.

Cincinnati, Ohio.—The Overman and Schrader Cordage Company has been incorporated by Charles J. Schrader, John Overman, W. J. Minster, C. W. Spreen and C. E. Dodge. Capital stock, $350,000.

Cohoes, N. Y.—Cohoes Brush Company has been incorporated with a capital of $20,000, and directors: David G. Morris, Geo. B. Darling, Troy; George R. Wilsdon, Waterford.

Cottonwood, Minn.—The North Star Implement Company has been incorporated. Capital stock. $25,000.

El Paso, Texas.—The Myers Hardware & Saddlery Co. has been incorporated. Capital stock, $10,000. Incorporators: J. H. Myers, Felix Jackson and J. B. Walter.

Ft. Wayne, Ind.—Wayne Stove Company has been incorporated; capital, $50,000; directors, William H. F. Moellering, Albert A. Hart, Henry W. Dickinson.

Jersey City, N. J.—The Capital Lock Nut and Washer Company has been incorporated with a capital stock of $1,000,000. The company is to purchase patents and have articles patented. George G. Tennant is named as the agent in charge. Frederick A. Webster, Charles A. Morris, Jr., and John T. Larkin of Jersey City are the incorporators.

Kittery, Me.—Dodge Screw Corporation has been organized for the purpose of manufacturing and dealing in machine screws, tacks, nails, etc., with $10,000 capital stock. The officers are: President, O. Sumner Paul; treasurer, Jesse E. Forsyth, of Kittery.

London, Ont—.A branch factory of the Wilcox Hadware Company, Chicago, is to be established at Chelsea Green, to manufacture exclusively for the Hardware trade. Plans for the building, which is to be of cement, 50x150 feet, have been prepared, and contracts for its construction have been let. The establishment is to start with about fifty hands.

Milwaukee, Wis.—The Bruley Steel Fence Post Company has been incorporated. The capital stock of the company is $100,000, the officers being as follows: Emery Bruley, president; James L. Gates, vice-president and Kenneth W. Jacobs, secretary and treasurer.

Milwaukee, Wis.—Standard Iron & Wire Works has been incorporated; capital stock $10,000; incorporators, Fred. Lichfeldt, George J. Schneider and Emil Saager.

Minneapolis, Minn.—The North Star Implement Company has been incorporated; capital stock, $25,000; incorporators, Charles Catlin, Peter Dahl and James F. Gibb.

New York, N. Y.—E. Rosenbaum has opened an office at 88 Chambers Street, as manufacturers' agent and Hardware Specialties.

New York, N. Y.—American Dish Washing & Sterilizing Machine Company has been incorporated. Capital $100,000. Directors: Joseph Hummel, William Hirsch and W. A. Reville, New York.

New York, N. Y.—New York Tool Co. has been incorporated; capital, $25,000. Directors—John D. Gould, Herbert D. Montgomery, and Henry L. Washburn, New York.

North Easton, Mass.—Thomas H. Roach has started a factory for the making of tacks, the building being situated on Lincoln Street.

Pittsfield, Mass.—The business of C. C Henry has been incorporated as the C. C. Henry Co. The purpose of incorporating was to include R. J. Brooks and T. E. Clark, who have been associated with Henry & Blain and later C. C. Henry for 10 and 8 years respectively.

Rochester, N. Y.—The Pierce Wringer Company has been incorporated to make and deal in wringers and household contrivances with $5,000 capital. The directors are J. C. Pierce, Spencerport, and Benjamin C. Battey and A. Frank Warren, of Rochester.

Rochester, N. Y.—The Rochester Lamp Company has been incorporated. Capital, $55,000. and directors: A. Pomeroy, Plainsfield. N. J.; C. Strange, Jr., Herman Meyer, New York.

St. Louis, Mo.—Eberle Lock-snap Company has been incorporated; capital stock, $15,000, full paid. Incorporators—John A. Eberle, Mrs. John A. Eberle and Joseph Ponneney.

St. Louis, Mo.—Wayne Manufacturing Company has been incorporated by Benjamin A. Suppan, Leo S. Rassieur, M. W. Feuerbacher, O. E. and G. A. Buder and Bert W. Evans, to manufacture and deal in washing machines, etc.; capital stock, full paid. $50,000.

St. Louis, Mo.—Safety Signal Company has been incorporated by James H. Bevington, Dorsey A. Jamison and Nelson Thomas: to deal in railway and other signals and to manufacture novelties, Hardware specialties. Capital stock, full paid, $5,000.

Toronto, Ont.—Curtis & Neff Screw Co. has been incorporated; capital, $30,000; directors, F. O. Curtis, J. A. Neff, E. A Neff.

Westfield, Mass.—The A. J. Cook Whip Co. has been established with $30,000.

Changes.

Beaver, Pa.—The Keystone Woven Wire Mat Company have purchased two lots on which they will erect a new factory. The present quarters are not sufficiently large for their increasing business.

Fremont, Ohio.—The R. J. Christy Co. will commence immediately the manufacture of the Christy Hoe Safety Razor, invented by Mr. Christy. It will be made for the present at the Christy Knife Works. It is probable that in the Spring a new factory will be built.

Kalamazoo, Mich.—The Kalamazoo Stove Company has increased its capital stock from $200,000 to $315,000.

Kingston, N. Y.—The Herbert Brush Manufacturing Company, which has been making brushes for more than a third of a century, has opened a local office in No. 105 Chambers Street, in charge of J. F. Herbert, Jr.

Louisville, Ky.—The plant of the Louisville Bolt and Iron Company which has recently passed into the hands of A. F. Baumgarten & Co., will be opened in a few days. The plant has been idle for the past year. More than 300 men will be employed in the works, which are located in South Louisville.

Manitowoc, Wis.—The name of the Gunnell Tool Company has been changed to the Gunnell Machine Company.

Portsmouth, Ohio.—The Neill Stove Manufacturing Company is preparing to increase its capital stock from $20,000 to $50,000. New men have been interested in the concern and it is planned to triple the capacity of the plant at Seventh and Market Streets. The company will branch out in the manufacture of ranges.

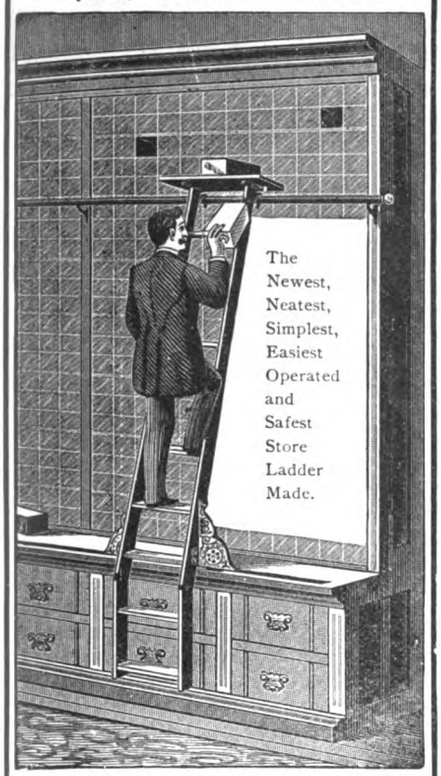
Miscellaneous.

Providence, R. I.—At the annual meeting of the stockholders of the American Screw Company officers were elected as follows: President, Samuel M. Nicholson; vice-president, Marsden J. Perry; treasurer, George W. Thurston; secretary, William A. Cranston; general superintendent, Benjamin Thurston; agent, James A. Nealey.

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Sargent's Gem Food Chopper



is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

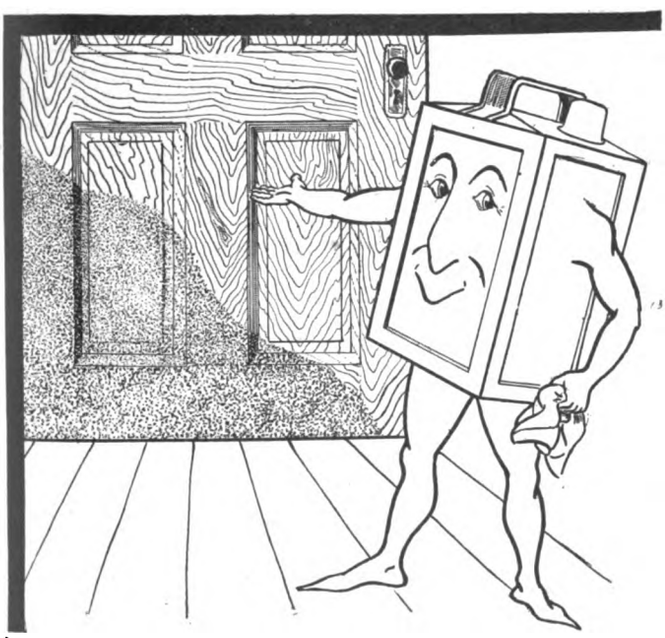
—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

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Who Quickly Cleans
From Door to Sill
The Paint That's Worn,
And Leaves the Surface
Clean and Bright
For Another AD-EL-ITE

AD-EL-ITE PAINT
— AND —
VARNISH REMOVER

Is being more extensively advertised this year than ever before. Every paint dealer should carry it, because we aid you in getting new customers by referring all inquiries from your vicinity to you. This not only helps you sell Ad-el-ite Paint Specialties but also makes permanent customers for you on your other goods.

Ad-el-ite Paint and Varnish Remover is not only the best advertised article of its kind on the market, but it is also the best in every other way

It is free from disagreeable odor.
It contains no alcohol, acid or water.
Does not injure the grain of the finest woods.
Will not injure any finish that may be applied after its use.
Removes more square feet of old finish, and does it quicker and better than any other Remover.

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Adams & Elting Co.
CHICAGO.

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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Augusta, Me.—The Atlantic Co. has been incorporated for the purpose of manufacturing boats, automobiles and sundry specialties. Capital stock, $50,000.

Baltimore, Md.—The Frank W. Wagner Company has been incorporated for dealing in photographic supplies, etc., by Walter A. Mason, Frank W. Wagner, Arthur C. Macy, James D. Brown and Edward A. Gault. The company was organized to succeed the F. W. Wagner Company, and is capitalized at $12,000. The new company will do business at 29 West Lexington Street on a more extensive scale than has been done heretofore.

Bangor, Me.—The J. Bert Baxter Company has been incorporated with a capital stock of $10,000, to deal in guns, ammunition, fishing tackle and camping equipment and to carry on the business of taxidermy.

Bay City, Mich.—The Brooks Boat Mfg. Company are planning the erection of a new factory in the early Spring.

Cuba, N. Y.—W. A. Bates Mfg. Co. has been incorporated to make minnow traps. Capital stock, $2,000.

Des Moines, Iowa.—The Des Moines Park Swing Co. has been incorporated by Milo G. Cummings and others. Capital stock, $10,000.

Detroit, Mich.—A branch factory of the Wilson-Hayes Co., Detroit, Mich., is to be established at Lansing for the manufacture of sheet metal parts for automobiles.

Detroit, Mich.—The Stirling Automobile Company has been incorporated. Capital stock, $25,000.

Jersey City, N. J.—The Aluminum Crown Stopper Co. has been incorporated to manufacture all kinds of bowling supplies; capital, $25,000.

Lawrence, Mass.—Titus Berry has embarked in the bicycle and sporting goods business. He will carry a fine line of bicycles in stock. He will occupy the store at 309 Common Street.

Meriden, Conn.—The Meriden Firearms Co. has been incorporated with $125,000 capital stock.

New York, N. Y.—The Charles J. Godfrey Company has been incorporated with a capital of $50,000; directors: C. H. Godfrey, C. H. Godfrey, Jr. and Grace N. Godfrey. The concern will deal in general sporting goods.

Northville, Mich.—The Hall-Carr Mfg. Co. has been incorporated with a capital stock of $60,000. The concern will make baseball bats, games, novelties and metal or wood mechanical devices.

Rockford, Ill.—E. L. and A. M. Burr is the name of a new concern who will deal in sporting goods.

Salem, Ore.—A new sporting goods house has been opened by Hauser Bros.

Topeka, Kan.—Owing to the limited amount of room, Mr. Harding has moved his bicycle stock from 841 to 838 Kansas Avenue, which will enable him to handle the large trade he expects this season.

Changes.

Akron, Ohio.—The B. F. Goodrich Co. is to add rubber boots and shoes to its factory output, being advantageously equipped for this branch of production and also in a position to profit by heavy purchases of crude material. The new department will be in charge of W. E. Hemnover, who has had 24 years' experience in the manufacture of rubber footwear—first with the Goodyear and National Companies, and later superintending the construction of the plant of the Monarch Rubber Co., now the Banner Rubber Co., of St. Louis.

Baltimore, Md.—On the first anniversary of the big fire, the sporting goods house of A. G. Alford has reopened at their old location 212 East Baltimore Street.

Cleveland, O.—The American Sportsman Supply Co. will shortly occupy new quarters at 165 Prospect Street.

Elkhart, Ind.—The plant of the National Mfg. Co. has been sold for $28,000 to Alfred Marshall and Charles G. Stevens of Chicago, who will engage in the manufacture of automobile accessories.

Gladstone, Mich.—The Marble Safety Axe Company has recently enlarged its factory and installed a dozen new and modern machines, to enable an increased production of its line of front and rear rifle sights, rifle cleaners and joined rods. New and larger offices and shipping departments have also been constructed, so that the orders may be more speedily handled.

Hartford, Conn.—The executive offices of the Pope Mfg. Company will shortly be transferred from New York to Hartford, Conn., business policy dictating the removal.

Little Valley, N. Y.—W. R. Case & Sons, cutlery manufacturers, are negotiating for the location of a factory at Bradford.

New Haven, Conn.—Preliminary certificates of dissolution have been filed by the Buell Cycle and Auto Co.

Seneca Falls, N. Y.—The work of placing the buildings of the National Yeast Company, on West Fall Street, in good repair and adapting them to the requirements of the Iroquois Automobile Company, has been commenced, and will be completed with all possible dispatch. The company will begin moving its machinery and tools from Syracuse at once with a view to commencing operations as soon as possible. The buildings contain some 90,000 feet of floor space, with a frontage on Fall Street of 150 feet, and are three and four-story structures, ample for all the needs of the company. All the stock required by the company has been readily subscribed here. The company officers are: President, Thos. Pelham; vice-president, J. S. Leggett; treasurer and secretary, Charles H. Fox.

South Bend, Ind.—A prospectus of the proposed Worden Sporting Goods Co., a combination of the Specialty Mfg. Co., of Goshen, Ind., with the Worden Bucktail Bait Co., of South Bend, has been received. The respective concerns have been in business for several years and have each built up a very good demand for the anglers' specialties they produce. The present idea is a corporation capitalized at $60,000 fully paid, which will manufacture and sell these specialties, the incorporators valuing their property at one-half of this sum and the remaining stock to be subscribed by investors.

Swanton, Vt.—The Robin Hood Powder Co. is planning extensive alterations at its plant, to include the remodeling of buildings now occupied and the erection of others, more room being required in handling the company's constantly increasing business.

A REFLECTION ON THE PAST.

William Pinkerton, the detective, was praising the various cash-registering devices that have come of late years into world-wide use.

"These machines," he said, "have undoubtedly diminished crime. They have saved many weak persons from a daily, an hourly temptation hard to withstand. They have also saved employers a great deal of money, for they have driven the dishonest out of a field of work wherein they loved to labor in the past.

"I heard of a clerk in a grocery the other day who was getting $8 a week. He had to be on duty at 7 in the morning, and he was not through till 7, and sometimes 8, at night. The poor fellow had no time for anything but work and sleep.

"He found time, though, to get married, and the week after the ceremony he asked his employer for a raise.

"'Why, Horace,' the employer said, 'you are getting $8 a week. What ails you? When I was your age I kept a wife and two children on $8 a week and saved money besides.'

"'They didn't have cash registers in those days,' said Horace bitterly."—*Cincinnati Enquirer.*

WANTED—A good line to sell on commission. Well acquainted with New York trade and vicinity. Hustler, care HARDWARE.

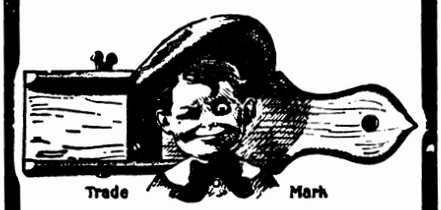


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"Little Shaver"

THE CUTEST THING

IN THE KITCHEN



Shaves chocolate so thin that it dissolves without stirring. Slices Potatoes, Radishes, Cucumbers, Onions, Apples and all the smaller fruits and vegetables. Made of black walnut or other fine hardwood. Tempered steel knife which carries keen edge.

Splendid seller at all times.

Favorite Corn Grater

An absolutely reliable utensil for preparing corn for many different dishes.

DEALERS GET PRICES FROM

J. M. Mast Mfg. Co.

Lititz, Penna., U. S. A.

THE SCHWERDTLE STAMP CO.,
STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.



The "FOLLETT" NUMBERING MACHINE

PRICE $5.00

STYLE OF IMPRINT

123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.

CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

DEALERS WHO SELL THE NEW

Pelouze Family Scales

with the handsome silver finished dials sell the **best** in the scale maker's art.

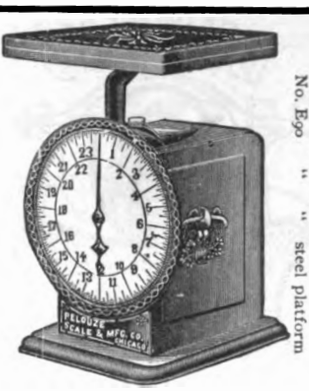
Capacity, 24 pounds by ounces Warranted.

The springs used in all Pelouze Scales are made of the best crucible cast steel wire. Every scale has a patented adjusting screw; cannot fall off and cause trouble.

Received highest award at World's Fair, St. Louis.

Ask your jobber for the Pelouze make.

Send for Catalogue G; 40 styles.

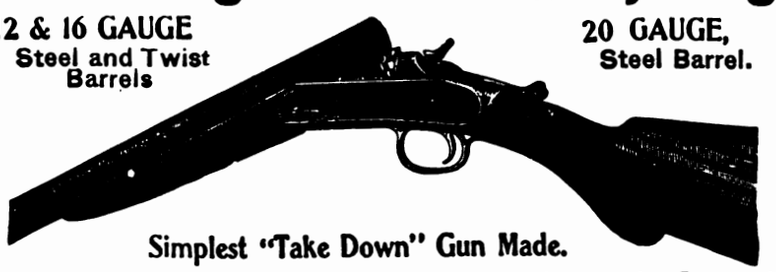


PELOUZE SCALE & MFG. CO.,
118-130 W. Jackson Boul., CHICAGO.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

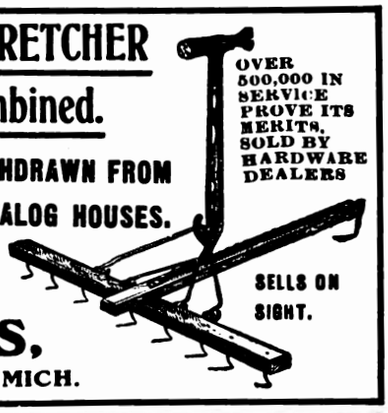
HARRINGTON & RICHARDSON ARMS CO.,
Also makers of H. & R. Revolvers.
Catalog on Request. WORCESTER, MASS.

The EXCELSIOR CARPET STRETCHER and TACK HAMMER Combined.

THE most complete machine for putting down carpet, either by Housekeeper or Expert, yet invented. Stretches smoothly and evenly; holds securely while operator detaching hammer, has both hands free to arrange and tack. Hammer being part saves hunting up, as with other Stretchers. Easy to operate, inexpensive. Each in a neat box. "**The Housekeeper's Friend.**" Postal brings retailers Display Card free. Ask your jobber for the "**Excelsior**" or write

WITHDRAWN FROM CATALOG HOUSES.

OVER 500,000 IN SERVICE PROVE ITS MERITS, SOLD BY HARDWARE DEALERS



SELLS ON SIGHT.

R. W. MONTROSS,

Sole Manufacturer GALIEN, MICH.



WALKER'S Self-Pulling CORK SCREWS

Every one tested and guaranteed.

Manufactured only by

ERIE SPECIALTY CO., Erie, Pa.



IRON & WIRE FENCING
FOR ALL PURPOSES
115 S. Senate Ave.
ENTERPRISE FOUNDRY AND FENCE CO.
Indianapolis, Ind.

GOOD AGENTS WANTED TO SELL



Large 10 oz Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

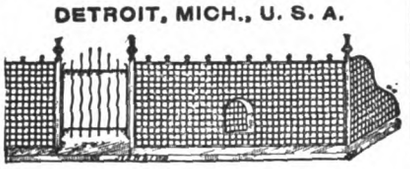
Nickel Plate Stove Polish Co.

CHICAGO.

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO, N.Y.
U.S.A.

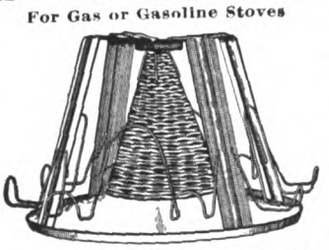
J. E. BOLLES IRON AND WIRE WORKS
DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and SEND FOR CATALOGUE 20H

Wire Cone Toaster
For Gas or Gasoline Stoves



Toasts five slices in two minutes. Open top toasts the fifth slice.
Wire Cone throws heat of bed of coals; catches the crumbs. Fits all stoves.
Will heat Plate, Tea or Coffee Pot.
Pays Dealer Large Profit. Order from your Jobber or write us direct.
Harkins & Willis, Mnfrs
Ann Arbor, Mich.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.



Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Side Line Offered.

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

SALESMEN selling Lumber or Hardware Trade make two to ten dollars a day selling our side line on commission. We can use two or three hustlers. The Salina Mercantile Co., Syracuse New York.

Wanted.

WANTED—Hardware salesman who visits retail Hardware trade throughout the States, to sell a line of specialties on commission. Address, Crescent Mfg. Co., Fremont, Ohio.

WANTED—Salesmen calling on Hardware jobbers to sell on commission three of the greatest selling specialties on earth. Fortune being spent advertising them this year. Give references and with whom you are now engaged. Communications confidential. Address, "Specialties," care of HARDWARE.

Salesman Wanted.

A Reliable energetic traveling man to sell a well known line of cutlery in addition to other lines he is now handling. Send full particulars, also the territory now visited. Address, No. 600, care HARDWARE.

Situation Wanted.

YOUNG MARRIED MAN desires permanent place as manager or salesman in retail store; have had 10 years' experience in Hardware stores and traveled on road two years. Good character and habits. Address, H. V. O., Lock box No. 6, New Douglas, Ill.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

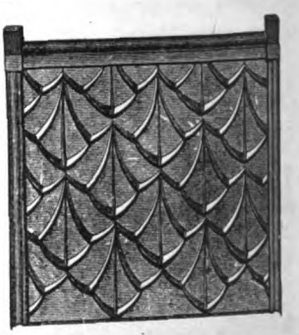
BOARDMAN'S
SPOONS, FORKS ETC.
QUALITY GUARANTEED.
MANUFACTURERS OF
FLAT
TABLE WARE
SILVER PLATED, ALSO
NICKEL SILVER (Without Plate)
HIGHEST GRADE
ONLY.
SEND FOR CATALOGUE and PRICES
LUTHER BOARDMAN & SON.
EAST HADDAM, CONN.
ESTABLISHED 1840.



METAL SHINGLES
and Tiles from Tin, Galvanized Tin and Copper which require no painting or after care, in the largest variety of styles are not only the best for most roofs, but also most hardware men can handle them to best advantage because they are



Rust--Storm--Fire--Proof
None better for suburban or country houses.
We have a most profitable proposition for you—write us about it.
The National Sheet Metal Roofing Co.
339-345 GRAND ST., JERSEY CITY, N. J.



SITUATION WANTED as manager, buyer or clerk in retail Hardware store; 15 years' experience, good habits and references. Address, X. Y. Z., care HARDWARE.



QUICK SELLER, LIBERAL PROFIT
A perfect manicure. Never fails to please. The original German silver 25c.; Klip-Klip, Jr., nickeled 15c. Order at once from your jobber, or write direct for prices. As heretofore made only by KLIP-KLIP CO., 572 Clinton ave. South, Rochester, N. Y.

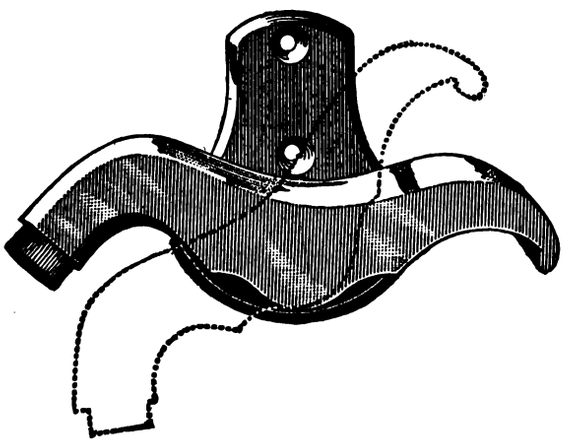
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Simplicity Durability Neatness

are the points of excellence of

The Empire Door Holder Improved

Has other good points:
It Gives 50% greater



pressure on the floor than any other make. Will hold the heaviest door.

Try to sell a few of them and you'll be surprised how quickly they will create a demand for more.

CALDWELL MFG. CO.,

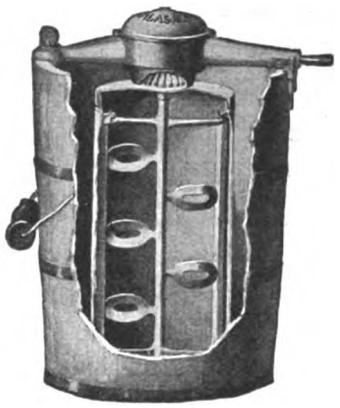
Rochester, N. Y.

ALASKA FREEZERS

If you want to know what it is to be thoroughly satisfied with the way your orders are filled for the best selling Freezer come to us. Quality, mutual profit, prompt delivery, are our watchwords.

Easiest

Coldest



Quickest

Best

THE ALASKA FREEZER CO.,

WINCHENDON, MASS

"L. & G." Putty Knives and Scrapers

So great was the demand for them last year that we've been working double tides to fill scores of duplicate orders for this season.

*

It's no wonder. High quality and finish, prompt shipments and reasonable prices did the trick.

*

If you are anxious to



Capture the Paint Trade

of your town and vicinity, write us at once for catalog and prices

Just a trial and a just trial is all we ask. It will substantiate all we claim.

How about Fine Table Cutlery? We've made it for 25 years. Mention Hardware when writing.

Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass.

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No Advertisement

which we could write, unless we should use several pages of this publication, would suffice to acquaint you with the many articles in each of our several lines which should demand your attention at this season. Even should we attempt to list them here, they would necessarily have to be condensed, and the points of excellence which we are anxious to impress upon you could not be well brought out. ¶ We have prepared several pieces of printed matter as follows,

Bulletin No. 10, Garden Trowels and Weeding Hooks
Bulletin No. 20, Carpet and Dust Beaters
Bulletin No. 30, Ice Tools and Ice Tongs
Bulletin No. 40, Wrought Iron Goods, Umbrella Stands, etc.
Bulletin No. 50, New Superior Wall Coffee Mill
Bulletin No. 60, Coat, Garment and Trouser Hangers
Folder "Dollars for Dealers," Carpet and Dust Beater Assortment
Folder "Successful Dealers," Classified list of line
Booklet "Pleases and Pays," comprising Monday and Tuesday line
Folder "The Triplets," three new 10c specialties

1905 Complete General Catalogue with Price List

¶ A postal card will bring you our new catalogue and if you will mention what particular line or lines in which you are most interested, we will enclose such special printed matter as we may have applying thereto.

¶ Simply address,

W. H. GLENNY & CO.,

Specialty Mfg. Dept. ROCHESTER, N.Y., U.S.A.

SAVAGE

"JUNIOR" PROFITS.

If you are selling firearms to make money, you want to make a good legitimate profit on every rifle sold.

The JUNIOR .22 calibre Single Shot will yield a marginal profit that is well worth your investigation.



THE "JUNIOR."

With the profit comes a quality of workmanship that is a business builder.

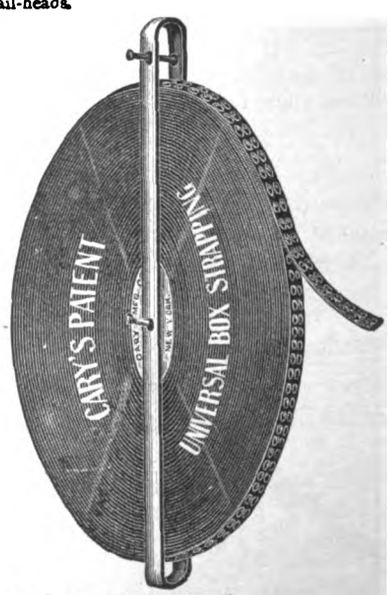
Write your jobber for prices and information on this new Savage Rifle.

SAVAGE ARMS COMPANY,
UTICA, N. Y., U. S. A.

RIFLES

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: ½, ⅝, ¾ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

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PRICES CURRENT

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 84@ 85c
F. L.....per M 40@ 45c
G. E.....per M 50@ 52c
Musket.....per M 62@ 68c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2 00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal., Rim, $2 75.....10&5%
B. B. Caps Cen. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 40
Cent Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater Y-llow Rival, 1, 12, 16 and 20 gauge.....30%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union League, New Rival, 14, 16 and 20 gauge ($7.50 list)..20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, Bandl larger, per 25 lb. bag. 1.90
Buck 25 lb bag.....1.90
Chilled, 25 lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

B. E., 11 up.....$ .60
B. E., 9 & 10.....70
B. E., 8.....80
B. E., 7.....80
P. E., 11 up.....1.00
P. E., 9 & 10.....1.25
P. E., 8.....1.50
P. E., 7.....1.50
} 15%

Ely's B. E., 11 and larger..$1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools. ⅌ doz.
Hawkeye.....$3.25
Western.....4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz pair net.....$2 00
Burton's per doz. pair, Nos. 2 and 3.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1 00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net. $5.00
Perfect, No. 2.....Net. 7 25
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....8¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ⅌ lb, net.....7½@8c
Peter Wright's.....10½c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00.15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. bits.....25%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits } 40@40&5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 33...35&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60%&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$1 50@4 75
Mayhew's Diamond ⅌ doz. $1.25. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles.

Awls—

	Per Gro.
Handled Brad	$2.7 @ 3.00
Handled Scratch	$3.50@$4 00
Patent Peg	81@84c.
Sewing, Com.	80@85 or
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch ⅌ doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ doz. $10.....60%
Brad Sets:
No 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $18; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....55%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $18. 15&10%

"Nothing Succeeds Like Success"

A STORY OF SUCCESS

The History of

"COLUMBIAN"

Wrought Steel Spring Hinges

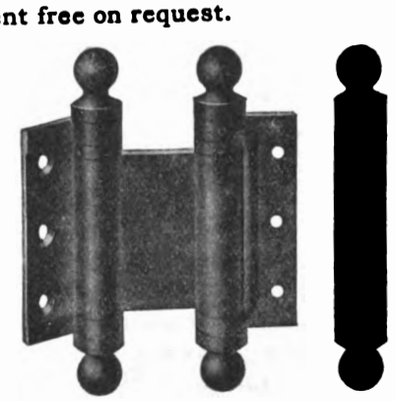
¶ It is the same old story of keeping everlastingly at it, casting aside something good and adopting only the best; carefully searching for weak points and avoiding them; and finally, in absolutely perfecting an article before placing it on the market.

¶ The "Columbian" Spring Hinge as it leaves the factory to-day is a serviceable, simply constructed, and long lived, wrought steel spring hinge whose merits alone have earned for it the rank of "peerless." Can you afford to experiment with inferior makes which cost as much? We claim that the best is none too good.

HARDWARE DEALERS

NEED our valuable Catalog, "Builders' Hardware," No. 12, which contains information about hinges of all kinds, screen door sets, door springs, coat and hat hooks, etc., etc.

¶ Sent free on request.



"Columbian"
(TRADE MARK)

The
Columbian Hardware Co.,
Cleveland, O., U. S. A.

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C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00 ..... 30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50 ..... 20&10%

Axes—

First quality, best brands....$6.50to9.75
Ice. Bradleys. 30%
Bradley's wide bit, net $10.50
Long Island, net 9. 25

HATCHETS—

Hunt's Underhill's Blood's or Plumb's: Shingling, etc. ..... 33⅓&5
Broad and Bb'l 33⅓%
Boys Axes ..... 33⅓&5%
D. Simmons & Co.:
Broad ..... } 50&5%
Shingling and Claw ..... }
Lath, Hunters', etc. ..... }
Picks and Mattocks 50%
Peck Edge Tool Co:
Hatchets, Shingling, etc. ..... 33⅓ & 5
Broad and Bb'l 33⅓%
Boy's Axes and Hatchets....33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
2 " " " " ..... .25 "
10 " firkins (6 in case). ....$1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9 00 "
200 " ¼ bbls ..... } .08½lb
375 400 lb " ..... }

Balances, Spring—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B. 50%
Straight Balances, Class A1 and A2. 40%
Class D, E, F. 30%
Class G 20%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 30&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8 00 ..... 75@80%
Tinned, each, $10.50 ..... 75@80%

Bells—

HAND—

Hand Bells, Polished Brass..60@60&10%
Pure Bell Metal 60%
Silver Chime ..... 33⅓@33⅓%
White Metal 60%

DOOR—

Trip. Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure ..... 45@50%

COW—

Common Wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 70%
Western, Sargent's List.....70@70&10%

Bellows—

Blacksmiths' ..... 65&10@70
Hand. ..... 33&10%
Moulders' ..... 35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless stitched... 45%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12 50 ..... 50%
Seymour Smith & Sons 50%
Miller's Falls. ..... 25&10%
Weston's ..... 15&10%

Binder Twine—

	Per Pound
Sisal	
Standard	10¼c
Standard Manila	10¼c
Manila	11½c
Pure Manila	12½c
.....	13½c

Bit Holders—

Angular 45%
Extension:
Barber's, ₱ doz. $15.00 ..... 45@50%
Ives' ₱ doz. $30.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits

Blind Adjusters—

Domestic..₱ doz. $3.00 ..... 33⅓%
Excelsior ₱ doz. $10.00 .....50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity ₱ gr $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's ..... 50&10@60%
Harts' Steel ..... 40&10@50&5%
Iron Strapped, Japan'd Sheaves 70&10%
Iron Strapped, Lig Vitae Sheaves 40%
Rope Stranped, Japan'd Sheaves.65&10%
L. V. Sheaves 40%
Lance:
Junior, Self Sustaining 30%
Pat Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c.....60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 80@80&10%
Wrought Barrel Bolts, Griffin's 75&10%
Wrought Square. ..... 70@70&10%
Wrought Shutter, Standard list. 50&10%@50&10&5%
Wrought Spring, Sargent's 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ⅜x 6 and Smaller.. ..... 75&2½%
Larger and Longer. 70%
Phila. Eagle, $3.00 list May 24, '99 80&10%
Bolt Ends list Feb. 14, '95 ..... 70&5%
Bolt Ends with C & T Nuts.....65&10%
Machine, ⅜ x 4 and smaller ..... 75&5%
Machine, Larger and Longer.....70&5%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99.72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½%@72½&10%
Norway, Phila 80%
Portchester, Norway 80%
Phila 80%

STOVE AND PLOW—

Plow ..... 70&10@70&10&5%
Stove ..... 80%@80&10%

MISCELLANEOUS—

Sink 60%

Bone Mills.

Enterprise ..... 35@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 30@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 20&10%
Ives ..... 25&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		⅞ &10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat..	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

Bow Pins—

Hotchkiss ..... 60&10%

Boxes, Mail.

Heller's ..... 40&5%

Box Hooks.

Humason & Beckley's..... 60&10&10%

Box Openers.

Humason's ..... ₱ doz net $5.00
Bemis & Call's 65%

Box Scrapers—

Bradley's 20%

Box Strapping—

Cary Mfg. Co's. in case lots:
"Universal," ..... 20&10&10&10
Standard Metal Strap Co's:
Eclipse ..... 20&10&10&5%

Braces—

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives':
Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&10%
No. 208½@214½ ..... 50&10%
Lancaster Mach. & Knife Works.... 50%
Gen. Spofford's 60%

Brackets—

Brackets, Griffins Folding..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases 80&10&10%
Bradley's in Broken Cases..... 80&10%

Bracket Saw Frames—

Millers Falls Co. ..... .25&10%

Bracket Sets—

Millers Falls Co. ..... 33⅓&10

Bright Wire Goods—

Standard. List, June 24, 1903. 90&10&10@90&10&10%&5%

Bull Rings—

Humason, Beckley & Co.'s 80%
Reads 2½ in. net, or do $1.5
Sargent's 50%
Seymour Smith & Sons 60%

Bull Punches—

Humason & Beckley's, ₱ doz. net $3.50

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks. 33⅓@40%
L. & I. J. White 30%
Plumbs 33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co Star ..... 15@15&10%
C. E. Jennings & Co. ..... 25&10%

Butter and Cheese Triers—

Ordinary Black Handle 35%
Humason & Beckley's 40%

Butt and Rabbet Gauges—

Stanley's ..... 25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96 ..... 30%

CAST IRON—

Fast Joint, Broad ..... 40&10@50%
Fast Joint, Narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned. .... 70&5@75%
Loose Joint, Jap. with Acorns 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70&5@75%
Parliament Butts ..... 70&5@75%

WROUGHT STEEL—

Table and Rack Flaps 75%
Narrow and Broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts .70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%

Extra 10%@10&10%

Calipers—

Bemis & Call;
Wing 60%
Double 65%
Inside and outside 65%
Straight Leg 65%
Call's Pattern Inside 5%

Can Openers—

American ..... ₱ gross. $1.75@$2.00
Goodell's Acme ..... ₱ gross. 6.00
Hopper's ..... ₱ gross. 15.00
No. 5. Iron Handle..₱ gross. $2.00@2.25
Phoenix ..... 4 %
Sardine Scissors ..... 75&10%
Sardine Scissors, Forged Steel.. ₱ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50. ..... 75&10%
Universal, ₱ doz., $3.00 ..... 50%

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.. ..... 70@70&10%
French or Phila. Iron Wheel. 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders—

Humason, Beckley & Co.'s 70%
Sargent's ..... 70&10%
Weltons ..... 70&10%

Chain—

American Coil and Halter Chains:
"American" ..... 40@40&10%
"Niagara" ..... 45@50&5%
"Eureka" ..... 45@50&10%
"Triumph" 40%
"Brown" ..... 50&5%
"Perfection" 60%
American Proof Coil, F. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.60
¼	5.10
5-16	4.15
⅜	3.45
7-16	3.20
½	3.00
9-16	3.15
⅝	3.10
¾	3.00
⅞	2.90
1	2.95

Covert Mfg. Co., Breast Chain....
Covert Mfg. Co. Halter Chain ...
Covert Mfg. Co., Heel Chain .....
Covert Mfg. Co. Rein Chain ...
Covert Mfg. Co., Stallion Chain..
} 40% & 2%

Galvanized Pump Chain. per pound. 5@5¼c
German Coil, list July 94, '97...60&10%
60&10&10%
German Halter Chain, list July 94, '97 60, 10&10%
Jack Chain, Iron.....60&10%@60&10&5%
Jack Chain, Brass..60&10%@60.&10&5%
Oneida Wire Dog Chains... 45@50&5%
Trace, Wagon and Fancy Chains: New List. ..... 60@60&10%
Bridgeport, Trace chains..... 65%
Stake " 65%
Heel " 30%

COW TIES—

American ..... 45@50%
Niagara ..... 45&5@50&5.0&5%
Covert Mfg. Co.:
Cotton ..... 45&2%
Hemp ..... 45&2%
Jute ..... 50&2%
Sisal ..... 35&5%

Chain Guards—

Aluminum S. & N. Co. 50

Carpet Stretchers—

Montross' "Excelsior,"...₱ dos., $6.00. ..... 90%
Bullard's 33⅓%
Cast Iron Steel Points.....₱ dos ... 80c
Socket .... ₱ dos., $1.75@$2.00

Carpet Sweepers— ₱ doz.

Bissell's:
Cyco Bearing "Parlor Queen" $20 00
Cyco Bearing "Elite" 22.00
Cyco Bearing "Boudoir". 27.00
Cyco Bearing "American Queen" 27 00
Cyco Bearing "Ideal". 25 00
Cyco Bearing "Gold Medal"... 24.00
Cyco Bearing "Premier"..... 21.00
Cyco Bearing "Superior". 24 00
Cyco Bearing "Prize" 24 00
Cyco Bearing "Welcome". 24 00
Cyco Bearing "Grand Rapids." nickel 24 00
Cyco Bearing "Grand Rapids," Japan 22.00
"Standard," nickel 21.00
"Standard." Japan 20.00
Cyco Bearing "Crown Jewel," nickel 21 00
"Crown Jewel" Japan 19 00
Cyco Bearing "Crystal." 36 00
Cyco Bearing "Grand." length of case 17 inches 30.00
Cyco Bearing "Club," length of case 24 inches 54.00
Cyco Bearing "Hall," length of case 28 inches 60.00
Cyco Bearing "Junior," nickel, length of case 12½ inches 22.00
"Junior," Japan, length of case 12½ inches 20.00
"Mieses" 9.00
National Sweeper Co., Marion In.
Marion Roller Bearing Regular finishes, full Nickel..... $24 00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27 00
Monarch Roller Bearing, Nickel 28 00
Monarch Roller Bearing, Japanned..... 20 00
Marion Queen, Roller Bearing Regular Finishes, full Nickel, 24 00
Transparent, Roller Bearing, (Plate Glass Top) Nickel... 32 00
Monarch Extra, Roller Bearing, (17-inch case), Nickel 36 00
Monarch Extra, Roller Bearing 17-inch case) Japanned 33 00
Perpetual, Regular Bearings, Nickel 20 00
Perpetual, Regular Bearings... 18 00

NOTE—Discount of 50c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots

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Carpet and Rug Beaters.

	₱dos.	₱gro.
No 12, Wire, Tinned	$1.85	$9.50
No. 11, Wire Coppered	1 10	12.00
No. 11, Wire, Tinned	1.20	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—

Enterprise.....35@30%
Goodell's Family.....net ₱ dos. $5.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes.....70&10@75%
L. & I. J. White.....30@20&5%
C. E. Jennings & Co, No. 70..10%&10%
Jennings & Griffin Mfg. Co...65&2&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to $
C. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....40&10%
Tanged Gouges.....30&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....25&5%

COLD CHISELS—

Good quality, ₱ lb.....13@16c
Buell's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₱ dos

Challenge Shank.....$3.25
Star Shank.....3.25
Star Socket.....4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1902 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side.....50&10@60%
Enterprise Mfg. Co.....25@20
Lane Bro's Co.....30%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co. 50&10%
Samson.....₱ dos $10.00

Corn Hooks— ₱ dos

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net $1.80

Countersinks—

Mayhew's Diamond.....40@45%
Smith's.....33⅓
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List.....30%
Dixons: ₱ gro.
Eclipse.....7 in. $3.75 9 in. $4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7 50
Tailors, Black $5 62. Red & Blue $9.00

Curry Combs—

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co.'s.....25&10%

Cutlery—

Fosters, Pocket.....30%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10
Pullman's Screen.....₱ dos. net $4.50

Door Holders—

Empire.....50%

Door Springs—

Gem (Coil), list Oct. '95.....30%
Pullman, Perfect.....20%
Pullman, Coil.....30%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₱ dos., net...$1.25
" " 48 in. " " ... 3 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls—

Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....65

Drawing Knives—

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&10%
Jennings & Griffin.....60&2%
Watrous.....15⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@20%
Breast, Millers Falls, each $8.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....20&10%
Whitney's Hand Drill, No. 1. $10 00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

The **Dollars You're After**



Will come to you the moment you begin to handle

Read's Rein Supporter

10,000 Dealers and 300 Jobbers handle them at a profit,—why shouldn't you.

1,000,000 Sold Last Year



There's a reason for this phenomenal sale.





We Help You Sell It

by attractive display cards and advertising literature. $15,000 will be spent this year to advertise it.

Are you with us? Send for circular and be convinced.

O. B. READ MFG. CO.,
Troy, N. Y.

Colt's Clamps



EVER hear of Colt's Clamps—Colt's Quick Acting, Self Locking, Eccentric Lever and Adjustable Screw Clamps?

If you haven't—write us at once. We have for you

A Special Offer To Handle Colt's Clamps

good until April 1st, 1905.

We have, and are still spending thousands of dollars in advertising to the consumer to help you sell them.

Write for particulars to

Batavia Clamp Co.
41 Centre St., Batavia, N. Y.

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Egg Beaters—

	₱dos.	₱gro.
Holt-Lyon Co:		
No 5 Japanned, Dasher Flared	$0.85	$9.50
No. 4, Japanned, 6 Doz.	6.60. 1.15	13.00
No. 1, Tinned	1 40	16.80
No. 3, Japanned, Hotel Size	1.85	22.00
No. 4, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

	₱gro.
Taplin Mfg. Co.:	
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	6 50
No. 100 Improved Dover	$7 00
No 100 Improved Dover, Tin'd	$8.50
No 150 Improved Dover, Hotel	$15 00
No 150 Imp'd Dover Hotel T'd	$17.00
No 200 Imp'd Dover Tumbler	$8 00
No. 200 Imp'd Dover Tumble Td	$9.50
No. 300 Improved Dover Mammoth, ₱ dos	2. 0

Escutcheons—

Wood 95%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₱ doz

"Challenge"	$8.00
Popes	8.00
Wilkinson's	$8.00 net
Westerholm's	$8.25

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	50%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ₱ doz.	$36.00
Lanes	$40.10&2½%

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Diston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
McClellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	30@30&10%
Royal	80@80&10%

IMPORTED—

Stubs Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$8.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops:

Level Winding Jeweled Reel, ₱ dos.	$78.00
Level Winding Steel Pivot Reel ₱ dos.	$66.00
Anto Even Spooler ₱ doz.	30.00
Gun Cleaner ₱ dos.	4.20
Lightening Fish Scaler ₱ dos.	3.00
Fish Hook Shield ₱ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise 90@25%

Fry Pans—

Standard List 70&10

No	0	1	2	3	4
₱ dos.	$3.00	$3.75	$4.25	$4.75	$5.25
No.	5	6	7	8	
₱ dos.	$6.00	$7.00	$8.00	$9.00	

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@5&10&10%
Stanley's	20@30&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ₱ gr.	$4.00@$4.25
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Pages Liquid	25&25&10%
Mvouc	40%
Martins	40&10%

Glue Pots—

Enameled	40%
Tinned	35%

Graters—

Enterprise	20@30%

Graphite, Lubricating.

Dixon's Pure Flake

632- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	13 cts. lb.

Grindstone Fixtures—

Cronk's	50%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowell's Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's	₱ doz. $6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Sisal Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3	$1.25, $1.50&$1.75 40&10@40&.0&10@
Maydole's	33⅓&6@40&10%
Sargent's New List	40%
Fayette R. Plumb:	
Plumb, A. E. Nail	33⅓&7½%
Engineers and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 ℔ 50c ℔	80&10@85%
3 to 5 ℔ 40c ℔	20&10@25%
Over 5 ℔ 30c ℔	8%
Wilkinson's Smiths	9½c@10c ₱ ℔

Hammock Ropes—

Covert Mfg. Co.:	
Jute	40&5%
Sisal	20%

Hand Cultivators—

Ulrich Mfg. Co.:	
Osborne's ₱ dos.	$15.00

Handles—

WOOD—

Auger, assorted ₱ gr.	$2.75@3.00
Auger, large ₱ gr.	3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	2½% 40%
Axe, Pick, etc	50&10@60%
Bliss Mfg. Co.	
Chisel	
Brad Awl	
File	35@33⅓%
Auger	
Soldering Iron	
Brad Awl ₱ gr.	$1.75@$2.00
Chisel, Worcester, Leather Cap'd ₱ doz., net	1.50
File, assorted ₱ gr.	$1.40@1.50
Firmer Chisel, Apple, assorted, ₱ gr.	$2.25@2.75
Hammer, Hatchet	50%
Hoe, Rake and Fork	45@50%
Roll s Hdw. Co. Hafts	$9.00 40 & 10%
"Simplicity" File Handles, ₱ gr.	$ .90@1 50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40%
Shovel and Spade, Long Handles	40&5@50%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	66⅔@70%
Chicago Spring Butt Co.:	
Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern	net $7.40 ₱ doz.
Lanes:	
Standard	50&10&10&5
Special	50&10&10&5
Track for same ₱ 100 ft. net	$8.75
Cronk's:	
Nos. 1, 1½, 2 & 3	60&10%
Nos 11, 12	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18 00; No. 1 Special, $15.00, ₱ dozen pairs	60&10%
Myers' Stay-on	50& 0%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's ₱ gro. net	$9.00

Hangers, Parlor Door, etc.—

Lanes:	
Standard net	$3.3
Ball Bearing	4.15
New Model	3.85
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B 438, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 56 drawers, no partitions, run. ft., $4.38; net each	36.47
No. 1858, 84 drawers, no partitions, run. ft., $6.52; net each	54 28

OAK BASES—

No. 1700 open base with center shelf, run. ft., $1.85; net each	15.40
No 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $2 75; net each	22.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ₱ doz.	50%
Wrought	90&90&10%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7 00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Sure Grip Sling Car, Steel or Wood Track	12.02
Double Rail Steel Track, complete with clamps ₱ ft	
Single Rail Steel Track complete with clamps ₱ ft	
D. H. Fork Steel Regular	each, 1.40
Nellis Fork	each, 2 00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1 50
Walker Fork, each	1.10
Common 6 in. Wood Sheave Pulley Fig. 443 ₱ doz.	2.00
Faultless Steel Frame K. P. Pulley, Fig. 495 ₱ doz.	4 00
Faultless Steel Frame 6 in Plain Pulley, Fig 485 ₱ doz	3.50
Malleable Frame K. P. Pulley, Fig. 676 ₱ doz	1.00
Reed Wood Frame Pulley with Hook. Fig. 434 ₱ doz.	4.00
Steel Frame Pulley with Iron Sheave Fig. 546, ₱ doz	3 00
Floor Pulley, Wood sheave, Fig. 486 ₱ doz.	4.20
Hanging Hooks for Double Steel Track ₱ doz.	1.00
Hanging Hooks for Single Steel Track ₱ doz	1.00
Hanging Hooks for Wood Track, 10 in ₱ doz	1.00
Hanging Hooks for Wood Track, 16 in ₱ doz.	1.20
Floor Hooks 8¼ in ₱ doz	1.00
Malleable Rafter Brackets, ₱ dos.	.70
Wrought Rafter Brackets ₱ dos	.70
Rope Hitch ₱ dos.	3 00

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Swan's Hay, Sickle Edge ₱ dos. net	$3.00
Swan's Hay, Imp. Serrated ₱ doz. net	$3.00
Koblers, Hay, Sickle edge per doz net	3.10
Auburn Straw	40&10%
Weymouth, Flat	60&10
Wadsworth's	40&5%

Hedge Trimmers—

Wadsworths:	
No. 1, per dos. net	$8.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap,
- 6 to 12 in., ₱ ℔, 3½c.
- 14 to 20 in., ₱ ℔, 3c.
- 22 to 36 in., ₱ ℔, 2½c.

STRAP AND T HINGES.

New List, Dec. 20, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&10%
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&10%
Corrugated Ex. Heavy T	70&10%

SPRING HINGES—

Bommer Brothers.	
Bommer Spring Hinges	60%
Bommer B. B Floor Hinges	40%
Bardsley's Patent Ch cking	10%
Chicago Spring Butt Co.:	
Chicago Spring Butts	30%
Triple End Spring Butts	30%
Chicago Ball Bearing Floor Hinges	30%
Garden City Fire Engine House Hinge	25%
Chicago Saloon Door Hinge	25%
Niles Manuf'g Co	30%

GATE HINGES—

Clark's, Nos. 1, 2, 3	60&10@60&10%
N. E., ₱ doz	$7 80
N. E., Reversible, ₱ doz.	$8.60
N. Y. State, ₱ doz.	$4.00
Western, ₱ dos.	$4.20

BLIND HINGES—

Parker	70&10@70&10&10%
Sargent's, Nos. 1, 2, 3, 11, 13	75%
W. H. Co.'s No. 9 Mortise Gravity	60%
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₱ doz. nets	50&10%

Hitching Cords—

Covert Mfg. Co	60&5%
" "	
Hitchers Stall	30%

Hollow Augers—

See Augers and Bits.

Hollow Ware—

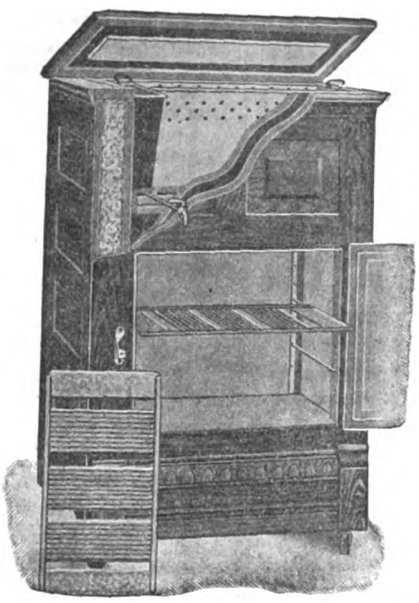
ENAMELED—

Lalance & Grosjean Mfg. Co. List Nov 1, 1901	60&10%
Agate Nickel-Steel Ware	50&10%
Pearl Agate Ware	60&10%
Blue and White Ware	50&10%
All White Ware	40%

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THE ONLY CLEANABLE REFRIGERATOR

SEE HOW IT'S MADE ?



THE "GURNEY"

The "Gurney" can be kept absolutely pure and clean because of its Removable Galvanized Ice Compartment.

The "Gurney" is packed with MINERAL WOOL and constructed in the best possible manner, and will show, by actual test, the lowest average temperature with the least consumption of ice.

The "Gurney" is leader in style and finish, and first class in every particular.

MADE WITH ZINC OR ENAMEL LINING

COLD FACTS

THAT MAKE WARM TRADE

A Refrigerator is no longer considered a luxury but a necessity.

A good Refrigerator is a source of economy, a poor one an extravagance.

The best is the cheapest; you can't afford to sell a poor Refrigerator.

A poor Refrigerator consumes ice but does not refrigerate.

A poor Refrigerator is a delusion and a snare with nothing to recommend it but price.

The price is soon forgotten, the quality never.

A poor Refrigerator cheats both the dealer and his customer.

A low priced piece of furniture may answer the purpose for which it was made as well as more costly.

This is not true of Refrigerators.

In buying a Refrigerator the first cost is not the last cost.

A Refrigerator to be satisfactory must be so constructed as to be economical in the use of ice and in the preservation of food.

A profitable and satisfactory refrigerator trade can be built up only by handling high grade honest goods.

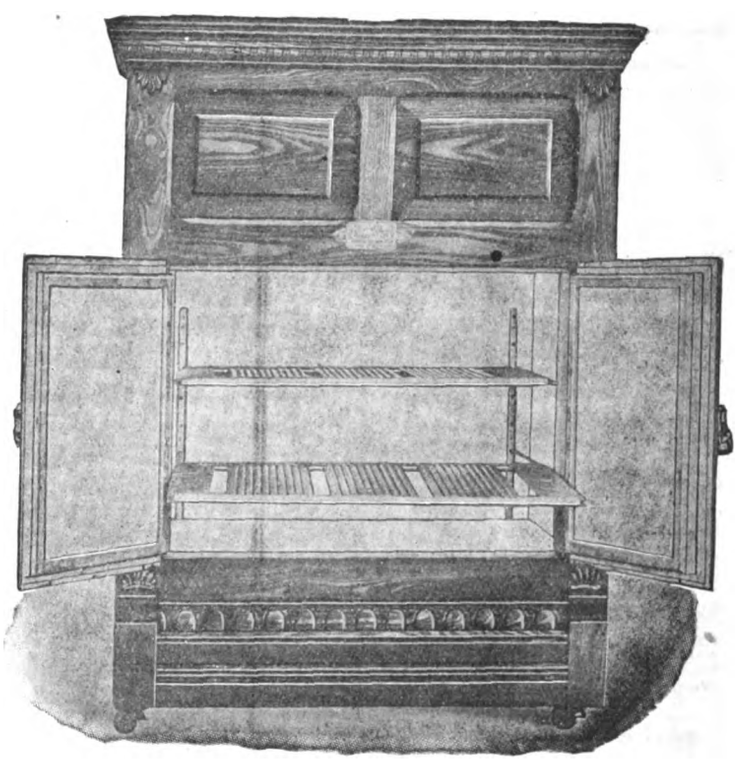
The "Gurney" is the best.

The La Belle is the highest grade refrigerator of its class.

The Gurney Patent Chinaline Refrigerator is the height of refrigerator perfection.

The Gurney Refrigerator Co. leads the world in the manufacture of Refrigerators because the "Gurney is the Best."

The Gurney is sold on the exclusive agency plan. One dealer every town.



CATALOGUES MAILED ON APPLICATION

THE GURNEY REFRIGERATOR CO., FOND DU LAC, WIS., U.S.A.

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Regal Steel Ware .....60&10%
Peerless Ware.....70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. .....40 & 10%
Iron Clad:
Peppered Ware, high list.....70%
Mottled Ware, high list.....75%

STOVE HOLLOW-WARE—
Blacklock:
Ground .....55@60&10%
Unground .....60@65&10%
Country ware....per 100 lbs net $3 75@3.00

WHITE ENAMELED WARE—
Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40&5%
Holmes & Edwards Silver Co.40&15&5%
Meriden Britannia Co.....40&10%
Rogers & Brother .....40 &5%
William Rogers Mfg. Co.....40&10%

Hooks—

RUSH—
Jennings & Griffin's.....33⅓&5%
Wadsworths 60%

CAST IRON—
Ceiling, Sargent's list..... .50&10@60%
Chandelier .....60@60&10%
Clothes Line, Sargent's list..5&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's.....70%
Harness, Sargent's list..... 50@60&10%
Lamp.....60@60&10%
Picture.....50&10%
Screw Hat..... .....60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—
Cotton..... .....₩ dos. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise 40%
Humason & Beckley, New List..35&10%

WIRE—
Atlas, New List, Single cases 75%
Ten case lots .....75&10%
Wire Coat and Hat, Acme...60@60&10%
Wire Coat and Hat, Gem.....t0&10%
Wire Ceiling, Gem.....60&10%

MISCELLANEOUS—
Belt.....80&10%
Covert Mfg Co.:
Safety Gate and Scuttle Hooks....35%
Grass, Wadsworth's 60%
Cronks Grass.....₩ doz. $3 00
Hooks and Eyes—Brass.....60&10&10%
Hooks and Eyes—Mal. Iron.....70&10%
Cotton, Box and Hay.....60@10&10%

Horse Clippers—
See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. C.	25c	23c	22c	21c	21c	40&5%
American, all sizes						9½c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	28c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	.10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	.30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						9½c net
Maud S	25c	23c	22c	21c	21c	.50%
Neponset Nos. 5 to 10, ₩ lb						14c.
Northwestern	25c	23c	22c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	.35½%
New Putnam	19c	18c	17c	16c	15c	.10&10%
Vulcan	23c	21c	20c	19c	18c	.25&10%
Western						8¼c net

Horse Shoes—
F. O. B. Pittsburgh.
Horse and Mule, Iron, per keg....$4 00
Steel, per keg 3 75

Horse Ties—
Covert Mfg. Co.:
Cotton.....4% & 2%
Hemp.....4% & 2%
Jute.....50 & 5%
Sisal.....35&5%

Hose, Rubber—
Boston Belting Co.:
"Boston"..... .....50&5%
Niagara..... .....60&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable..... .....50&10%
Staple.....60&10%
Standard.....70&10%

Hose Bands.
Star Hydrant..... .....80&30%
Steam 70%

Ice Awls, Chippers, &c.—
Copeland Ice Pick.....₩ gr. $9.00 net
Crown .....net
Gem Ice Shave.....net
Sargent's Ice Awls.....55%
Snell's 80%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 35. ₩ doz. $6.00..25@30%
No. 34. ₩ doz. 15.00..25@30%

Jack Chain—
See Chain.

Jacks—
See Wagon Jacks.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....20@25%

Knives—
Kimball's:
Bread Knives, ₩ doz $1.50.....30%
Butcher Knives.....25%
Shoe Knives 25%
Cronk's Chopping.....33⅓%
Dunlap Kitchen and Bread Knives..25%
Foster Bros.' Butcher, &c. 30%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives, Hay and Straw—
Wadsworth .....40&10%

Knife Sharpeners—
Pike's
Natural Grit Carving Knife Hones.....$.300 per doz.
Solid Stone Carving Knife Hones .....$2.50 per doz.
Quick Edge Pocket Knife Hones .....$3.00 per doz.
Mounted Kitchen Sandstone..... $1.50 per doz.
} 40%

Knobs—
Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2½ in. Bead. ₩ gr. ....$1.15@1.25
Door Mineral..... ..... 65@70c
Door Por. Jap'd .....70@75c
Door Por. Nickel .....$2.10@2.20

Lanterns.
C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ dos.
Cronk's Barn Door..... Net, $2.00

Lawn Mowers—
Champion .....75&10%
Clipper Improved.....50&10&10&5%
Enterprise.....40&10%
Genuine Philadelphia Mowers:
Styles M., S. C., R., T.. .....70&10%
Style A. (all steel).....60&10%
Style F, Low Wheel .....60&10%
Style E., High Wheel. .....70&10&5%
Drexel, low list. .....40&10%
Gold Coins, low list..... 40&10%
New Departure, High Wheel....70&10%
New Departure, Low Wheel..... 75%
Pennsylvania..... .....60&10%

Lawn Sprinklers—
Enterprise .....35@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00....30%

Kobler's:
Daisy..... ....net, per dozen$7 50
Mystic 6.00
Rainmaker.....4.50
Dew Drop 1.20

Lawn Swings Easy— ₩ doz
Ulrich Mfg. Co..... ....$35.00

Leaders, Cattle—
Covert Mfg. Co. ... .35%

Leads—
Covert Mfg. Co.
Cotton.....4% & 2%
Hemp..... .....4% & 2%
Jute .....50&5%
Sisal..... .....35 & 5%

Lead Pipe, Etc. ₩ lb
Bar Lead..... .....5¾@6c
Block Tin Pipe.....35@37½c
Lead Pipe, full lengths..... .....5to 7½
Lead Pipe, Tin Lined..... .....12½c
Sheet Lead, full rolls.... .....6½c

Lemon Squeezers.
Barger Bros. ₩ doz. 8-in. $1.00; 10-in. $1.40..... 20%
Boschkins, Straight Flush, ₩ doz. $2.60
Little Giant. ..... 50@60&5%
Porc. Lined, Iron..... ₩ doz. $1.75
Porc Lined, Wood..... ₩ doz $1 25
Wood, Common. ₩ gross, No. 0, $5.25 @ 5.50: No. 1, $6.25@6.50.

Levels—
C. E. Jennings & Co.'s:
Hexagon ....25&10%
Iron Bench, new design.....25&10%
Rollis Hdw. Co.
Adj. Steel 7 in $24.00 .....40%
12 in. $27.00.....40%

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's....40%
Cotton Chalk, 20 feet.....40&10%
Cotton Trot..... .....20%
Masons':
Colored Cotton.....20&10%
Flax ....40&10%
No. 0 to 5 ....20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50....15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross.....33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.20	$2.00	$1 65
75 feet	1.80	1.70	1.50

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &C.
Lockwood Mfg. Co 40%
R & E. Mfg. Co.....40%
Reading Hardware Co.....4% & 20%
Sargent & Co ....40&10%

CABINET—
Eagle Lock Co..... .....33⅓%
Corbin.....33⅓%
Yale 33⅓%

PADLOCKS—
Acme Bicycle and Satchel, ₩ doz., $9 00.....40%
Ames Sword Co 40%
Brown's Brass.....20%
Brown's Chain.....20%
Champion.....40%
Eagle 40%
Slaymaker's:
General Line..... .....35&10%
Scandinavian..... .....20%
" Steel Keys.....50%
Smith & Egge Bicycle 50%
Wrought Iron..... .. 75&10@80%
Yale Lock Co ... .60%

TRUNK—
Corbin's ....25&10%
Eagle 40%

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Hickory.....45@35&50%
Lignumvitæ.....45@35&50%
Bliss:
Carpenters .....
Tinners.....
Box.....
Carvers.....
} 33⅓%

Mattocks—
Cronk's Garden.....33⅓%
Regular Goods..... 70&10%@75%

Meat Cutters—
American..... .....30%

	No. 1	2	3	4	5
Each	$5	$7	$10	$25	$50	$60
Dixon's	₩ dos. 30&10@40%					
Nos	1	2	3	4	
	$14	$17	$19	$30	
Enterprise					2½@3&7½%
Nos.	5	10	12	20	22	32
Each	$2	$3	$2.75	$5	$4 50	$6
Little Giant						33⅓&40
Nos.	305	310	312	320	332	
	$35	$48	$44	$72	$88	
Woodruff's, ₩ doz						.30&10@40%
Nos.				100		150
				$15		$18
Beef Shavers (Enterprise)						.35@30%

Meat Juice Extractors—
Enterprise ....25@30%

Metals, Anti-Friction—
Magnolia Metal Co.: ₩ lb
Defender 18c
Kosmo..... .....10c
Magnolia, Anti-Friction 25c
Mystic..... .....15c
f. o. b New York or Chicago.

Melting Ladles—
Monroe's Patent..... ₩ dos. $4 00.40
Sargent's.....60@60&10

Mitre Boxes—
C. E. Jennings & Co.....35&10%
Seavey's, ₩ dos. $30 .....40%

Motors—
COFFEE MILL—
Specialty Novelty Co.....: each $5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass'n list, July, 1899 ..... 80,90&10%

PICTURE—
Niles' Patent 50
Porcelain Head, Comb'n list.....60&10%
Porcelain Head, Sargent's list.....60

Nail Nippers—
"Gem," ½ gross lots, ₩ gross....$21.00
" less quantity, ₩ dozen.. 1.90

Nail Pullers—
Ajax, 5 lbs ..... ₩ dos. net $7.50
Black Hawk, ₩ doz $3.00
Cyclops.....40&10%&5%
Cronk's .....₩ dos. net $12.00
Eureka, No. 74. ..... dos. net $2.00
Eureka, No. 75.... ..... dos. net 1.00
Giant, No. 1, ₩ dos. $18.00, No. 1½ $16.50; No. 2, $15.00 .....33⅓%
Lightning. .....₩ doz. $18.00, 25
Merrill's No 1, List $20 00. .....50%
National.....₩ dos. 24.00, 40
Pelican.....₩ dos. $9.00, 40&10%
Rollis Hdw Co. No. 1 18.00.....50&10

Nail Sets—

	₩ grs.
Hunters' Cup Point, Knurled	$10.00
Hunters' Cup Point, Plain...	1.00
Octagon	4.00@4.75
Round, assorted	2.00@2.25
Square.	4.00@4.25

Snell's:

Octagon	₩ gr... $5.00
Corrugated	6.75
Knurled	6.75@7.00

Nippers—

Acme	30%
Smith's Cutting	30%
Todd's Cutting	30%
Nut Crackers—	₩ gro.
Acme, Japanned	$20.00..25
Acme, Nickel Plated	20.00..25

Nuts—
Cold Punched:

Mfrs. or U. S. Standard.	Off list
Square, Plain	$4.00
Hexagon, Plain	5.00
Square, C. T. & R.	5.10
Hexagon, C. T. & R.	5.00

Hot Pressed:

Mfrs. U. S. or Nar. Gauge Stan'd.	
Square, Blank.	5.00
Hexagon, Blank	5.00
Square, Tapped	5.00
Hexagon, Tapped	5.00

Oils—

Linseed, City, Raw, in barrels,	₩ gal. 46c
Linseed, City, Boiled, in barrels.	₩ gal. 49c
Out of Town on Spot	₩ gal. 43c
Calcutta, Raw, in barrels	₩ gal. 55c
Lard, Prime City	₩ gal. 50
Lard Extra, No. 1	45@
Lard, No. 2	30@

Oilers—

Brass and Copper,	30&10
Tin or Steel	25&10
Cushman & Denison's:	₩ doz.
Gem	$ .90
Leader	.60
Perfect Oilers	1.20
Star Pocket Oilers	.75
"Paragon," Brass	45&10%
"Paragon," Zinc	30&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust	70&10%
Zinc and Tin	25&10%
American Tube & Stamping Co.,	
Spring Bottom Cans	70&10%
Railroad Oilers, etc.	60@30&10%

Oil Stones, etc.—
AXE STONES—
Pikes
Hindoostan Large Axe ..8c per lb.
" Small " ..10c " " } 40%
Queer Creek Axe ....20c " "

OIL STONES—
Pikes'
Lily White Washita ....60c ₩ lb.
Rosy Red " ...60c " "
Extra " ...50c " "
No. 1 " ...40c " "
No. 2 " ...30c " "
Lily White " Round, Edge Slips..... 90 " "
No. 1 Washita, Round Edge Slips..... ..70c " "
Washita Pen Knife Pieces 70c " "
No 1 Hard Arkansas Stone 3 to 5½ inch long... $2.50 " " } 25%
No 1 Hard Arkansas Stone 5½ to 8 inch long ... $3.50 " "
No 1 Soft Arkansas Stone 3 to 5½ inch long... $1.50 " "
No 1 Soft Arkansas Stone 5½ to 8 inch long....$1.70 " "
Soft Arkansas Round Edge Slips.....$2.50 " "
Hard Arkansas Round Edge Slips ..... $4.00 " "
Hard Arkansas Pocket Knife Pieces.....$4.00 " "

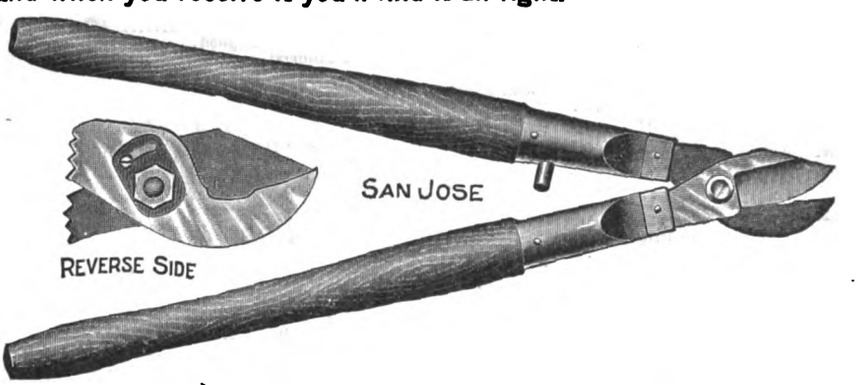
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CRONK'S

VERY BEST PRUNING SHEARS

That they are, indeed, the very best obtainable for the price, is common talk among users everywhere.

Have we others? Yes—twelve different kinds. Name any kind of a Pruning Shear and we can furnish it to you by the tick of the clock, and when you receive it you'll find it all right.



This applies to our entire line of Tools and Hardware Specialties fully described and illustrated in

Our Catalog—Have You Got It? You Cannot Afford to Be Without It.

The Cronk & Carrier Mfg. Co., Elmira, N. Y., U. S. A.

THE BEST IN THE WORLD

Hauthaway's Harness Dressing

Gives a beautiful polish that DOES NOT CROCK OR SMUT.

And will make any new or old harness look fresh, clean and handsome

Hauthaway's Axle Oil

THE BEST WEARING AXLE OIL IN THE MARKET. It never fails to give supreme satisfaction in every resp ct to every user.

Hauthaway's Harness Oil Blacking

BLACKS AND POLISHES ALL HARNESS PERFECTLY

These three stable requisites never fail to give perfect satisfaction to every user. They have been daily sold for over 50 years in every civilized country, and are ESPECIALLY PREPARED AND PACKED FOR EXPORT TRADE. Once tried, they will always be used.

We also make a full line of unequaled Shoe Polishes of every description. These goods have been sold in South Africa for years with unfailing success. SEND FOR CATALOGUE AND PRICE LIST.

C. L. HAUTHAWAY & SONS, Inc., Boston, Mass.

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, ..(25c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston" .....50&10&5%
Phœnix, Pure Sheet Red....50&10%
Pure Packing "Excelsior"..... 60%
Extra..... 60%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 10c@25c
Italian Packing.....9½c@12c
Jute .....4½@6c
Russian Packing.....8½c@11c

Padlocks—
See Locks.

Parers—
APPLE— ₩ doz.
Advance.....₩ doz. $ 4.00
Baldwin.....₩ doz. 4.00
Bonanza Improved.....each 6.50
Daisy.....₩ doz. 4.00
Dandy .....each 7.50
Eureka Improved .....each 20.00
Family Bay State.....₩ doz. 15.00
Improved Bay State.....₩ doz. 36.00
Little Star.....₩ doz. 5.00
New Lightning.....₩ doz. 7.00
Reading, 78 .....₩ doz. 8.25
Reading, 78 .....₩ doz. 5.25
Rocking Table.....₩ doz. 5.50
Turntable, '98.....₩ doz. 6 00
White Mountain.....₩ doz. 5.00
POTATO— ₩ doz.
Saratoga.....$7.00
White Mountain.....6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@3.75
Carpenter's, Blue or Red Lead .....4.00@7.50
Office.....1.87@7.50
Lumber.....6 87
Colored Lumber.....9.00
Black Artists.....9 87
Colored .....$4.33@7.50
Assortment Boxes.....1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 21, 1899. ..... 70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.)
25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E. Jennings & Co.....50&10%
Molding .....33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron.....50&10%
Sargent's .....60@60&10
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros.....30%
Butcher's .....$5.00@5.25 to $
C. E. Jennings & Co .....16⅔&10%
Stanley Rule & Level Co. 20&10@20&10&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button.. .....70&10@75%
Ik & Carrier:
Pliers
N. 1'.....60&10%
20.....net, $9.00
40.....75%
50.....80%
65 .....40%
70.....50%
80 .....40%
85 .....40%
Wm. Johnson's Gas Pliers 60%
Smith's Side Cutting.....25%

Plow Bolts—
See Bolts.

Plumb Bobs—
Kenffel & Esser Co.....33⅓&5

Plumbs and Levels—
Cook's ..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's 70%
Machinists' 25%
Pocket Levels.....70&10@75%
Stanley's .....30&10&10&10%
Stanley's Duplex.....30@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's 35%

Polish Metal—
Prestoline Liquid, New List.....40%
Prestoline Paste .....40@40&10
U.S. Metal Polish Paste, 8-oz. boxes, ₩ doz .....$ .80
₩ gross.... ..... 4.00
½ lb. boxes, ₩ doz 1.25
1 lb. boxes, ₩ doz 2.25
U.S Liquid, 8-oz cans, ₩ doz 1.25
gross..... 12.0
Barkeeper's Friend Metal Polish, ₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ..50%
Joseph Dixon's .....₩ gro. $5.75, 10%
Dixon's Plumbago.....₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem .....₩ gro. 4 50, 10%
Japanese .....₩ gro $3.50
Jet Black .....₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black silk, ¼ lb box....₩ doz $1.00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$84.00, 25%
Kohlers:
Little Giant.....per doz., net$12.00
Hercules..... " " " 9 50
Invincible..... " " " 9.00
Pioneer..... " " " 7.20
Universal..... " " " 13 00
New Champion.... " " " 8.50
Rival..... " " " 7 50
Ryan's ..... ₩ doz. $20.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection.....₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in.,₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection ..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand.....₩ doz. net $6 50
Atlas Pattern.....₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2%
Hop Hooks .....60&10&2½%
Potato Hooks.....70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Crook's Pruning Shears, all styles 33⅓%
Disston's Combined Pruning Hook and Saw ₩ doz., $16 00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's:
Pruning Shears .....6 ..10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@50%
Brass Screw .....45&10%
Ceiling .....50@10&60%
Clothes Line, Japanned.....60%
Common Sense.....60%
Dumb Waiter .....60@60&10%
Empire Sash Pulley.....60%
Fox all-steel.....50%
"Grand Rapids" all steel.....50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3 75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $6.00 .....50&10%
Hay Fork, 5-inch, Solid, $5 70.. 50%
Hot House..... 50&10@50&10&10%
Stowell's Anti Friction, 5-in. Wheel, ₩ doz., $12 00 .....40%
Side, Anti Friction 60%
Shade Rack..... 45%
Upright..... 50&10@60&10&10%

Pumps—
Cistern, Best Grades .....60@60&10%
Pitcher Spout, Best Grades .....75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz.... .....$7.50
Mechanical, net per doz 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 398, 3 in. Shallow Well Pump $13.00
No. 8, Fig. 398, 3½ in. Shallow Well Pump 15.00
No. 5, Fig. 307, 3 in. Deep Well Pump..... 15.00
No. 6¼, Fig. 307, 3½ in. Deep Well Pump 17.00
No. 14, Fig. 381, 3 inch Deep or Shallow Well Pump 15.00
No. 32, Fig. 398, 3 in. Deep Well Pump 17.60
No. 56, Fig. 331, 3 in. Shallow Well Pump 14.00
No. 80, Fig. 332, 3½ in. Shallow Well Pump 17.00
No. 70, Fig. 333, 3½ in. Deep Well Pump..... 15.00
No. 72, Fig. 333, 3 in. Deep Well Pump..... 15.00
No. 102, Fig. 442, 3 inch Lift Pump..... 9.00
No. 106, Fig. 445, 3½ in. Lift Pump..... 11.00
No. 163, Fig. 510, 3 in. Lift Pump..... $7.00
No. 181, Fig. 510, 3½ in. Lift Pump 8.50
No. 268, Fig. 380, Windmill Pump..... 12.00
No 285, Fig. 403, Windmill Pump 16 00
No. 340, Fig. 406, Regulator Pump 26.00
No. 20J, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 20H, Fig. 518, Low Down Tank Force Pump .....net, 5.00
No. 320, Fig. 493, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50%
Morrill's 50%
Niagara Hollow 45%
Niagara Solid 55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ⅜ ½ ⅝
₩ 100 feet $1.40 1.55 2.00
Barn Door, "None Better" No. 1, ₩ foot..... 5½c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. R. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange ₩ foot, 8c.....70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. .....3½c
Double Braced.....3½c
Lane's:
O. N. T. 1 in.....net, $4.00
O. N. T. 1¼ in .....net, 3.75
Stowell's Wrought Steel 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 5½c
Sliding Door, Steel, Brass Plated, ₩ foot 5½c
Sliding Door, Wrought Brass, 1¼ in., ₩ lb. 35c ..... 24@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable 70%
New Champion 75%
Victor 50%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers:
Net
Lawn Queen.....20, $3 45
" 21, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th..... 2 21
" " 12th..... 2 40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp.....70&10%
See also Files.

Razors—
Electric.....List net
Boracic 60%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... 10%

Razor Hones.
Belgian German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned....
White Japanned...
Bronzed Finishes ..
Electro-Plated ....
Nickel Plated .... } 70 to 75%
White Porcelain 60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo .....50&5%

Rifle Cleaners—
Bishops:
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs .....50&60@70%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 8, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... .. 7

Rollers—Stay.
Cronk's:
No. 30, 55, 50, 60, 65
₩ doz. 1.00 .60 .75 .75 .90

Rope—
Cotton Rope: ₩ lb
Best quality and larger 16½c
Medium 14½c
⅜ in. and larger..... .....
Common..... .....10½c
Jute Rope:
A grade..... ..... 6c
C grade.. ..... 5½c
Manila, Pure:
7-16 in. and larger.....13c
⅜ in 13½c
½ and 5-16 in..... .....13c
Sisal, Pure:
7-16 in. and larger.....10c
⅜ in 10½c
½ and 5-16 in..... .....11c

Rules—
Athol, Steel 33⅓%
Boxwood .....60&10&60&10&10%
Ivory..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood.....35&10%
" Steel.. .....33⅓&10%
Lufkin's:
Steel.....30&10%
Lumber..... 0%
Miscellaneous, Stanley's, 50&10&50&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing..... 50%
Laundry..... 40%
Sleeve 50%
Tourist..... 50%
Toy 50%
Blacklock:
Plain Black in Cases ...₩ 100 lbs $9.75
Bronze Finished in Cases" .. 3 15
Aluminum Finish " " " 2 95
Full Nickel " " " 3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Barr Mfg. Co., Steel.....70&10%

Sand and Emery Paper and Cloth—
Baeder, Adamson & Co.'s: List.
Emery Cloth ..... 50&10@50%
Garnet Paper..... .....35%
Flint and Emery Paper...50&10@50%

Sash Balances—
Caldwell Mfg. Co.....50%
Pullman .....50&10@50%
Victor Bronze..... .. ..75%
Victor Steel 70%

Sash Chain—
Competition..... .....50&10%
Giant.. ....40%
Monarch B. C Co,... .. ..70%
Pullman Bronze 70%
" Cop Steel..... 70&10@10%
Royal Metal. ....67&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated.....70%
Victor Bronze 70%
Victor Steel 75%

Sash Cord and Weight Fastener
Ives.....40%

Sash Cord—
Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia..... ₩ lb 13c
Common India . ..... ₩ lb 10@10½c
Patent Russia .....₩ lb 14c
Patent India ..... ₩ lb 15½@18c
Silver Lake:
A Quality, Drab..... ....₩ lb 40c
A Quality, White. .....₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers 70%
Ives's Cement Fasteners..... 40%
Champion 30%
Monitor, Steel..... 30%
Shutter Sheaves..... 30%
Window Screen Sash Lifts.....60%

Sash Locks—
Champion Meeting Rail..... 30%
Champion Side..... 30%
Ives' Patent:
Bronze and Brass..... 50&10%
Cresent..... 62½%
Iron 60%
Window Ventilating.. .....
Robison Patent Ventilating Sash Lock. 40%
Wrought Bronze and Brass..... 35%
Wrought Steel 40%
Payson's Signal 25%
Pullman Pat. Ventilating..... 25%

Sash Weights—
Ton lots at factory (Eastern).... $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30%

Saws—
Atkins: .....
Band 2 to 14 in. Wide.....
Band ½ to 5-16 in. Wide.....

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"STERLING" HACK SAWS AND BLADES

After a "square deal" in Hack Saws? Buy the "Sterling". Its equal in quality has yet to be produced.

TRADE Sterling MARK

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The "Sterling" has made a hit with discriminating mechanics. Hits the jobber, too, all right: It sells at one price only.

DIAMOND SAW AND STAMPING WORKS, 357 SEVENTH ST., BUFFALO, N.Y.

TIME TO STOCK UP ON

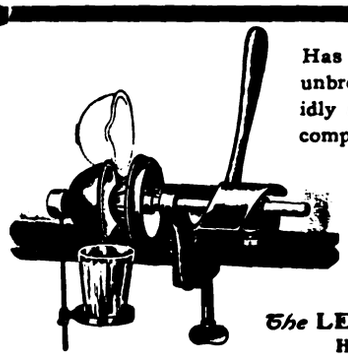


BLACK SATIN STOVE POLISH

Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

Black Satin Polish Co.
107 Chambers St., NEW YORK.

The "Leader" Lemon Squeezer



Has no loose parts. Is unbreakable. Works rapidly and thoroughly. Most compactly put together.

Two styles — nickel plated and Japanned.

Mention HARDWARE.

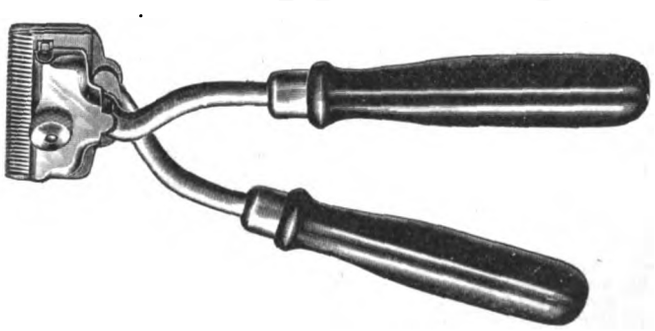
The LEADER MFG. CO.
Hartford, Conn.

COATES CLIPPERS

Manufactured by

Coates Clipper Mfg. Co.







We are offering to the trade a complete line of Toilet, Horse and Power Clippers. We call special attention to our new high grade barbers' clipper—the **Bay State.** Write for catalogue and prices

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JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

14 Thavies Inn, Holborn Circus, London, E. C., Eng.
Copenhagen (Freeport).
123 California St., San Francisco, Cal.

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Butcher.....40&10
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 16 in. Wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 190 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....35%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00 ₩ dos.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....₩ doz. $6.00
Excelsior Saw Tools.....₩ doz 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....₩ doz. net $8.50
"Royal".....₩ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cut: Nos. 3 and 4, $20.63; No. 5, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ₩ dos.....$4.75
Stillmans.....₩ doz. 1.00
Taintors Positive....$18.00 ₩ doz. 60%

Scales—

Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers' Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.... 1.80@ 2.00
Striped..... 2.00@ 2.30
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....₩ doz. $2.00
Box, 2 Handle.....₩ doz. $3.00@4.00
Foot.....50&5@50&5%
Ship Common.....₩ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....₩ doz. $9.50

Screens—

DOOR—

Phillips:	₩ dos.
Style E, ¼ in.	$10.00
Style O77, ¼-in.	7.50
Style X Y, ¾-in	10.50

WINDOW AND FRAMES—

Phillips:
Fiver Pattern.....60&10@60&10&5%
Air Line Pattern.....60&10%
Perfection.....60&10@60&10&5%
Screen Frames.....60&5@60&10%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Bush Bits.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electri, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01..₩ doz. $6.00 net
Electric Spiral No. 02..₩ doz. 5.00 net
Ellrich's Socket and Ratchet....40&10%
Fray's Hol. Hdle. Sets, No. 3...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....60½%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ₩ dos....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No. 10.....80%
Nos. 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Baisley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85&10%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head.....
Brass, Round Head.....
Iron, Flat Head.....
Iron, Round Head..... } 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 75&15%
Hand Rail.....70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....75&20%

BENCH, HAND, ETC.—

Bench, Iron, ₩ dos., 1 in., $2.50@$3.75
1¼, $3.00@4.25; 1½, $4.50@3.75
Bench, Wood, Beech.....33⅓@35%
Hand, Wood.....33⅓@35%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ₩ doz.

Wadworth's:
Natural Finish, Grass.....
Polished Blade, Grass.....
Painted or Bronzed, Grass..... } 20%
Clipper, Grain.....
Weed and Bush.....

Scythe Rifles.

8-Coat.....$10.00 ₩ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7 00 ₩ gro.
No 2 " " .... 4 50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11 00 " "
Green Mountains... 6 00 " " } 40%
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7 00 " "
Pike's Corundum....24 00 " "
" Emery.....15.00 " "

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronke:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60%
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ₩ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....₩ doz. $1.75; ₩ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9....55%
Kraut Cutters, 36x12, 40x12.....40%
Enterprise Mfg. Co.....25@30%
Tucker & Dorsey:
1 Knife.....₩ gro. $18.00@$20.00
2 Knives.....₩ gro. 22.50@ 30.00
Kraut Cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....35%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@55%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&2%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45% & 5%
Double for Bits or Trace Carrier..45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....₩ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son..Catalogue "D" net List
"1847".....40&10%
"Anchor".....50& 10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 1—

₩ doz. net
"1847".....$2.50
"Anchor".....2.25
"Eagle".....2.25
"Star".....2.00
Rogers, Smith & Co.....2.25
Rogers & Hamilton.....2.25
Holmes & Edwards.....2.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&10%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝ and ¾ inch, ₩ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50	Net per doz.	$1.00
" No. 55	" " "	.60c
" No. 56	" " "	.54c
" No. 60	" " "	.54c
" No. 68	" " "	.36c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

RITTLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35@40%
Gardner.....35%&10%
Holroyd & Co.....30,10&5%
Holroyd's B'd Adj Screw Plates.....10%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25@35%

PIPE MAKERS—

Holroyd & Co.....30&10%@30&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1900.
American Cut Tacks.....80&10&5%
S. S. Cut Tacks.....80&10%
Carpet Tacks:
American, Blued.....80&5&10%
American, Tinned.....80&20&10%
Swedes Iron Tacks.....80&20&10&5%
S. S.....80&20&10&5%
Bill Posters' and Railroad Tacks:
S. S.....80&5&10%
Common and Patent Brads...80&5&10&5%
Gimp Tacks:
S. S.....80&5&10%
Hungarian Nails, Steel.....80&20&5%
Lace Tacks:
S. S.....80&15&10%
Looking Glass Tacks.....70&10&5%
Trimmers' Tacks:
S. S.....80&20&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S.....80&45&10&5%

MISCELLANEOUS—

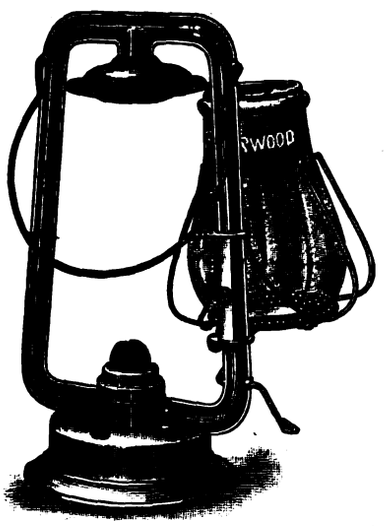
Double Point, in dozens.....80&5&2%
Shade, in dozens.....80&10&5%
Shade, in bulk.....80%

Tack Pullers—

Columbia, No. 1, ₩ doz., net.....$1.00
Columbia, No. 2, ₩ doz., net.....1.50
Little Jack.....₩ doz.....1.00

Rogers, Smith & Co.....2.25
Rogers & Hamilton.....2.25
Holmes & Edwards.....2.00

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Bishop Lanterns

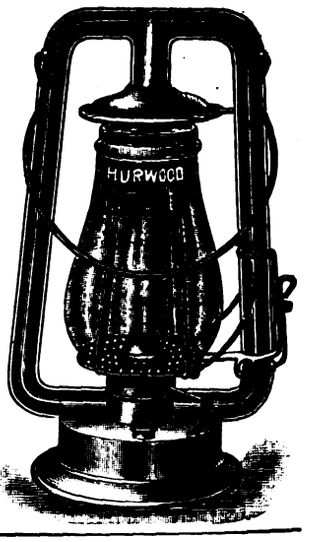
Have proved themselves to be up-to date goods for up-to-date dealers.

If you are looking for a lantern that is most easily filled, lighted and trimmed; one that gives a clear white flame and is wind and jar proof.—Buy the Bishop.

It puts all others in the shade as a seller. Drop us a line.

Mention HARDWARE.

The Hurwood Mfg. Co.
Bridgeport, Conn.





STOP TAKING CHANCES



THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality. Take Axle Grease for instance; if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

It's the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how much do you need.

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.



DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

PFLUEGER'S PATENTED REVERSIBLE HINGE INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

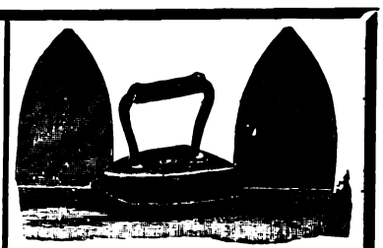
NOTICE

Free to any dealer in SPORTING GOODS, sent express prepaid, 155 page illustrated catalogue No. F23, Metal Fish Sign and Window Transparency in eight color lithograph.

The ENTERPRISE MFG. CO.
Akron, Ohio, U. S. A.

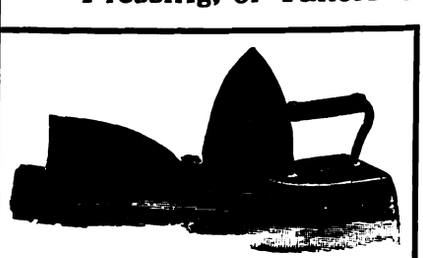
SAD IRONS . . .

Unsurpassed in Finish or Shape



Always ready for shipment. We carry a large stock from 4 to 10 pounds inclusive. Finished in Black, Bronze, Aluminum or full Nickle.

Pressing, or Tailors' Irons in sizes from 14 to 26 pounds.



Our Newest is the Sleeve or Flouncing Sad Iron, made with a blunt-nose to insure perfection of work and freedom from snags, in two sizes, 3 and 4 pounds, bodies coated with heat proof aluminum; face, toe and heel highly polished or nickle plated.

ASK FOR CATALOGUE.

BLACKLOCK FOUNDRY, South Pittsburg, Tenn.

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@40&10%
Steel.....30&5@35%
Chesterman.....25@25&5%
Keuffel & Esser Co.:
"Favorite" As- Skin..40&10@50%
" Duck and Leather 25&5@45&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....65&10%
Machine screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50, 10&5%
2 1-8 to 3 in. inc.....35⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1⅛.....60&20%
Pipe, 1¼ to 3 in.....60&10%
Pipe 3½ & 4 in.....66⅔&10%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...25%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ dos. $1.25, ℔ gro. $12.00
Globe.....½ dos 1.25, ℔ gro. 12 00
Harper.....℔ dos. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45@45&5%
Victor.....75@75&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ dos...$1.00, 10%
Mouse, Wood, Choker, ℔ dos. holes, 9c

Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 2, Rat, ℔ dos., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ dos., $4.75; case of 75.....4.25
No. 4, Mouse, ℔ dos., $3.50; case of.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer. No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net$15.00
Mouse, No. 3.....net 9.00
Smith & Eggs Mfg. Co.: ℔ dos.
Superior Rat Trap.....$15.00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Mould ers.....25&5%

Trowels, Garden—

Kohlers:
Mat Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....25%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@50&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....50%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓&5
Massey:
Perfect.....20%
Clincher.....30 40%
Wood Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%
Millers Falls:
Mechanics'.....10%
Ova Slide.....60&10%
Ball Clamp.....45&10%
Hand.....15&10%
Moore's.....30%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓%
Stephens.....30@33⅓%
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2½

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton s.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....25%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing.70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....55%
Charcoal Iron.....60%
Gun Screw.....55%
Picture Wire, List of Oct. 2, 1900.... 85&10@85&10%&10
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.80&10@80&10
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.10@1.25

Wire Rope—

Bright.....80&10½
Iron, Galvanized.....62½&8&5

Wire Rope Clips—

Crosby.....35

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.20

Wrenches—

Agricultural.....70&10
Alligator.....70&10%
Baxter's.....70@.&10%
Machinists.....40%
Solid Handle.....30%
Bemis & Call's:
Briggs Pattern.....30&10
Improved Pipe, Bright.....60
Patent Combination Black.....40&5
Patent Combination Bright.....40
Bicycle:
Club.....40
Superior.....40
Featherweight.....40
Protection.....40
Boardman's.....30@35½
Coes':
Genuine.....40&10&5&5
"Mechanics'".....40&10&10&5&5
Coes' Pattern, Wrought Bar...60&50 C&10
Donohue's Engineer.....60&10%
Eagle Pipe.....50&10%
Gem.....50
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40
Acme.....60@60&10%
Bull Dog.....70
Hercules.....70

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 44c
Linseed, City, Boiled, in barrels, ℔ gal. 46c
Out of Town on Spot.....℔ gal. 43c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....5 .@58c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $$17.50@19.00
Barytes, American Floated, ℔ ton, $17.00@$18.50
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb.....9¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....1¼@2
In cans, 12½ lb to 25 lb.....1½@2

Spirits Turpentine—

In regular bbls.....54@ 54½c
In machine bbls.....54½@ 55c

Dry Colors—

	℔ lb
Blue, Chinese	30 @35 c
Blue, Prussian	25 @30 c
Blue, Ultramarine	5 @15 c
Sienna, Italian, burnt & powdered	5 @ 6½c
Sienna, Italian, raw & powdered	3 @ 6½c
Umber, Turkey, burnt	8½@ 9½c
Umber, Turkey, raw	8½@ 9½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	8 @ 9½c
Indian Red, English	4½@ 5½c

Colors in Oil— c

Black Lampblack, best.	13	@14
Blue, Chinese	25	@35 c
Blue, Prussian	22	@30 c
Blue, Ultramarine	14	@16 c
Sienna, burnt	11	@13 c
Sienna, raw	11	@13 c
Umber, burnt	12	@16 c
Umber, raw	11	@14 c
Brown, Vandyke	11	@14 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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THREE-QUARTERS
OF
A CENTURY
ON THE MARKET

It is no longer a question whether our Edge Tools are the Best.

That question has been settled long ago by the largest users of Edge Tools.

The question for you to decide is: How can you, in justice to yourself and your customers, afford to handle any other but the Best—

White's Edge Tools

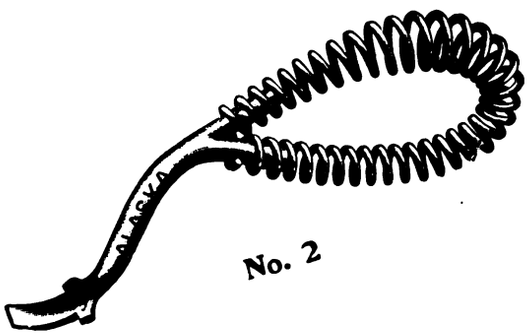
Search the world over—you will not find their equal in quality, workmanship, nor as ready sellers—at any price.

Think this over—then write us.

L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.

"Alaska"
Stove Lid Lifter

The final test is wear. To investigate our "Alaska" Line of stove accessories means to buy.



THEY ARE FAULTLESS
In this respect the "Alaska" Line differs from all others.

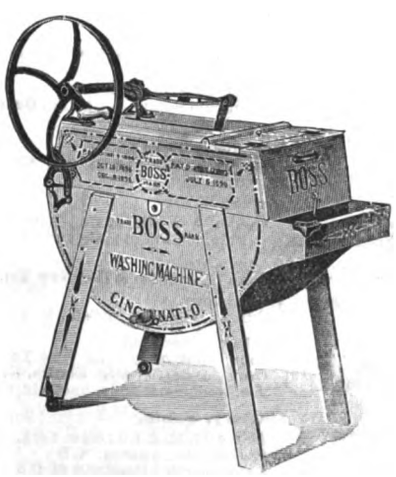
Troy Nickel Works
Albany, N. Y.

"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

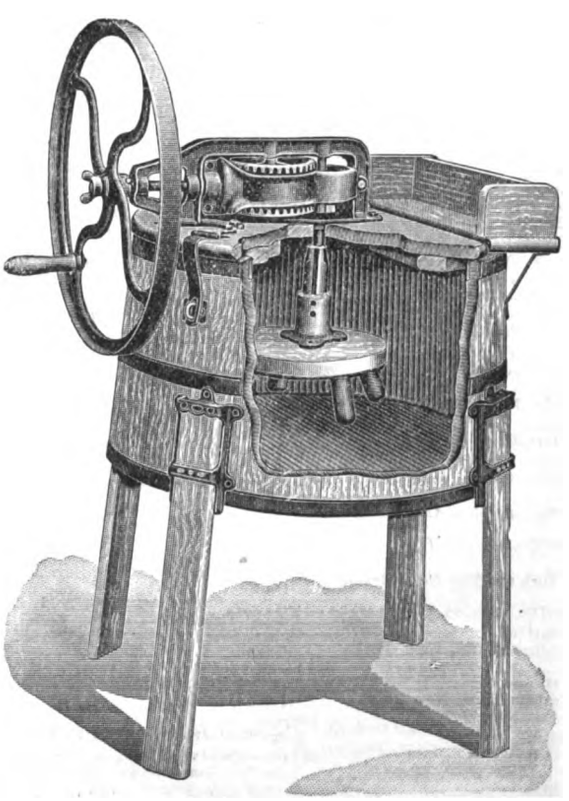


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

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HARDWARE BUYERS' DIRECTORY.

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Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anti-Rattlers
Fernald Mfg. Co., North East, Pa.

Anvils.
Alfred Field & Co., New York.
Columbian Hardware Co., Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
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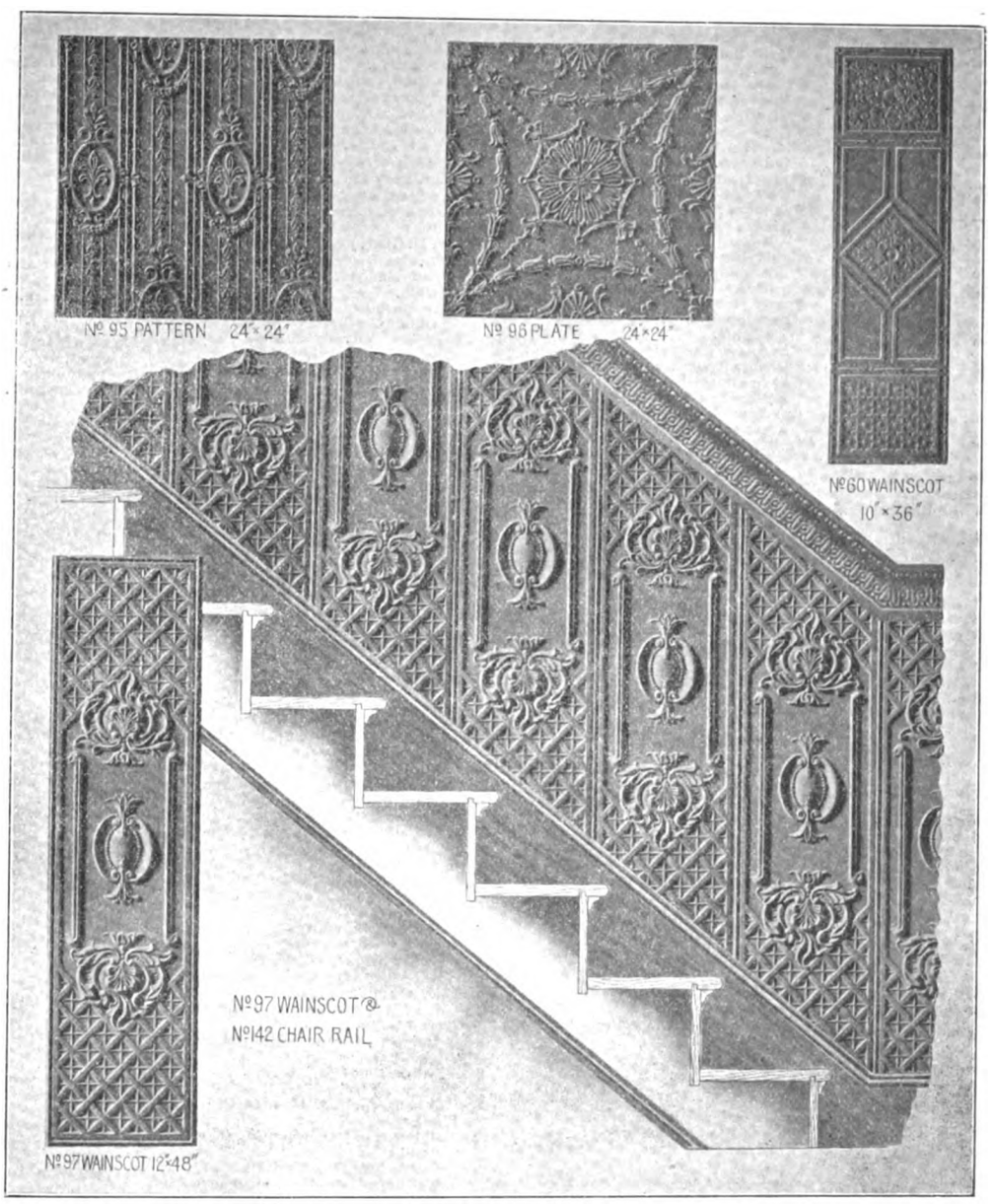


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Enterprise Foundry & Fence Co, Indianapolis, Ind
W. H Andersen & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
"Japalac."
Glidden Varnish Co,, Cleveland, O.
Job Lots.
Jacob McInerny Co., New York.
Chas. Weiland, New York.
Kitchen Cutlery.
C. J. Kimball Co., Bennington, N. H.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike, N. H.
Knives (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.
Ladders.
Berger Bros. Co., Philadelphia.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
Hurwood Mfg. Co., Bridgeport, Conn.
Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
Adams Steel & Wire Works, Joliet, Ill
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Mowers.
Chadborn & Coldwell Mfg. Co., Newburgh N. Y.
Clipper Lawn Mower Co., Dixon, Ill.
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Philadelphia Lawn Mower Co., Philadelphia, Pa.
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H and D No. 5 Screw Driver

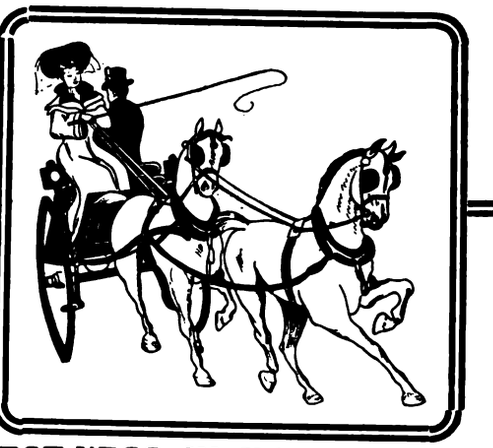
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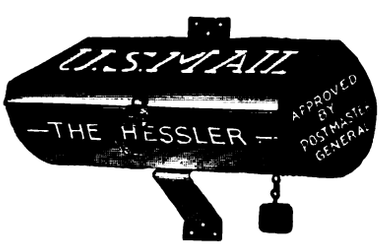
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Geneva Tool Co., Geneva, O.

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Vermont State Co., Zanesville, Ohio.

Oil Stones.
Pike Mfg. Co., Pike, N. H.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Manufacturing Co., Boston. Mass

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Polishes, Liquid.
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Polishes, Paste.
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F. E. Myers & Bro., Ashland, Ohio.

Pulleys (Self-Adjusting)
I. E. Palmer, Middletown, Conn.

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F. E. Myers & Bro., Ashland, Ohio.

Punches.
The H. H. Mayhew Co., Shelburne Falls, Mass
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Punches, Spring.
Alfred Field & Co., New York.
Wm. Scholhorn Co., New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Champion Safety Lock Co., Geneva, O.

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Fernald Mfg. Co., North East, Pa.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses.
Magnolia Metal Co., New York.

Railways.
Seaboard Air Line Railway, Portsmouth Va., J. W. White, Gen. Industrial Agt.
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Enterprise Mfg. Co. of Pa., Philadelphia.
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Kampfe Brothers, New York.
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C. E Jennings & Co., New York.

Reels, Wood.
John Sommer's Son, Newark, N. J.

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Cooper & McKee, Brooklyn, N. Y.
Gurney Refrigerator Co., Fond du Lac, Wis.

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Berger Bros. Co., Philadelphia.

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Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes.
Geneva Tool Co., Geneva, O.

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The H. H. Mayhew Co., Shelburne Falls, Mass.

Rifles.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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Roof Bolts.
Columbus Bolt Works, Columbus, O.

Roof Rods.
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Stowell Mfg. Co., Jersey City, N. J

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American Steel Roofing Co., Middletown, Ohio.
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Stowell Mfg. Co., Jersey City, N. J.

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Stowell Mfg. Co., Jersey City, N. J.

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Voorhees Rubber Mfg. Co., Jersey City, N. J.

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Alfred Field & Co., New York.
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Keuffel & Esser, New York, N. Y.

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Blacklock Foundry, South Pittsburgh, Tenn.
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Champion Safety Lock Co., Geneva, Ohio.

Sash Fixtures.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts.
Champion Safety Lock Co., Geneva, Ohio.
Columbian Hardware Co., Cleveland, Ohio

Sash Locks.
Champion Safety Lock Co., Geneva, Ohio.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating).
Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys.
Sargent & Co., New York.

Sash Ribbon and Attachments.
Pullman Mfg. Co., Rochester, N. Y.

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Sargent & Co., New York.
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John Chatillon & Sons, New York.

Saw Gummers.
Ajax Mfg. Co., Pittsburg, Pa.

Saw Sets.
Alfred Field & Co., New York.
Charles Morrill, New York.

Saw Tools.
C. E. Jennings & Co., New York.

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American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago.

Scrapers, Drag and Wheel.
Syracuse Chilled Plow Co., Syracuse, N. Y.

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A. J. Phillips Co., Fenton, Mich.

Screen Door Pulls.
Champion Safety Lock Co., Geneva, O.

Screws.
Robert Murray, New York.

Screw Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers.
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John H. Graham & Co., New York.
Hurwood Mfg. Co., Bridgeport, Conn.
C. E. Jennings & Co., New York.
C. J. Kimball Co., Bennington, V. H.
H. H. Mayhew Co., Shelburne Falls, Mass.
North Bros. Mfg. Co., Philadelphia.
Sargent & Co. New York.
Stanley Rule & Level Co., New York.

Screw Plates.
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Pike Mfg. Co., Pike, N. H.

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Goodell Co., Antrim, N. H.

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J. D. Warren Mfg. Co., Chicago.

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Schwerdtle Stamp Co., Bridgeport Conn.

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Smith Bros. Mfg. Co., Indianapolis, Ind.

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John Chatillon & Sons, New York.

Sharpening Stones.
Pike Mfg. Co., Pike, N. H.

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Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York.

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American Shearer Mfg. Co., Nashua, N. H.

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Sargent & Co., New York.

Shelving, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

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L. & I. J. White Co., Buffalo, N. Y.

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American M'f'g Co., Battle Creek, Mich.

Shoe Knives.
C. J. Kimball Co., Bennington, N. H

Shoe Lasts and Stands.
Blacklock Foundry, South Pittsburg, Tenn.

Shoe Polishes.
C. L. Hathaway & Sons, Inc., Boston, Mass.

Shot Guns.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Show Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Show Case Hinges
Columbian Hardware Co., Cleveland, Ohio.

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Geneva Tool Co., Geneva, O.
L. & I. J. White Co., Buffalo, N. Y.

Sidewalk Cleaners.
Geneva Tool Co., Geneva, O.

Sidewalk Lights.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Sidewalk Scrapers.
Geneva Tool Co., Geneva, O.

Sidewalk Shovels.
Geneva Tool Co., Geneva, O.

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Luther Boardman & Son, East Haddam Conn.

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Enterprise Mfg. Co., Akron, Ohio.

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Blacklock Foundry, South Pittsburgh, Tenn

Skewers.
John Chatillon & Sons, New York.

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Enterprise Mfg. Co. of Pa., Philadelphia.
C. E. Jennings & Co., New York.

Snow Shovels.
A. J. Phillips Co., Fenton, Mich.

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Pike Mfg. Co., Pike, N. H.

Soapstone Griddles.
Pike Mfg. Co., Pike, N. H.

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Berger Bros. Co., Philadelphia.

Spading Forks.
Geneva Tool Co., Geneva, O.

Speaking Tubes.
Berger Bros. Co., Philadelphia.

Spikes.
Fuller Bros. & Co., New York.

Spiral Screw Drivers.
North Bros. Mfg. Co., Phila., Pa.

Spoke Shaves.
Alfred Field & Co., New York.
Stanley Rule & Level Co., New York

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M. S. Benedict Mfg. Co., East Syracuse, N. Y.

Spray Pumps.
The Deming Co., Salem, Ohio.

Spring Balances.
John Chatillon & Sons, New York.

Spring Hinges.
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, Ohio.
Niles Mfg. Co., Chicago.
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Columbian Hardware Co., Cleveland, Ohio.

Springs, Wire.
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L. S. Starrett Co., Athol, Mass.

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Eagle Cooperage Works.

Stamps, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.

Staple Pullers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Stay Rollers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Johnll. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.

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Armstrong Mfg. Co. Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Steam, Water and Gas Tools.
Armstrong Mfg. Co., Bridgeport, Conn
Walworth Mfg. Co., Boston Mass.

Steel.
American Tube & Stamping Co., Bridgeport, Conn.

Steel Hinges, Spring.
Bommer Bros., Brooklyn, N. Y.

Steel Letters and Figures.
Schwerdtle Stamp Co., Bridgeport, Conn.

Steel Measuring Tapes.
Keuffel & Esser, New York.
L. S. Starrett Co., Athol, Mass.

Steel Roofing.
American Steel Roofing Co., Middletown, O.

Steel Rules.
L. S. Starrett Co., Athol, Mass.

Steel Skips.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stencils.
Schwerdtle Stamp Co., Bridgeport, Conn.

Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York.

Stone Hooks.
Geneva Tool Co., Geneva, O.

Store Fixtures.
J. D. Warren Mfg. Co., Chicago.

Store Trucks.
See Trucks, Store.

Store and Warehouse Trucks.
Syracuse Chilled Plow Co., Syracuse, N. Y.

Stove Polish.
Joseph Dixon Crucible Co. Jersey City, N. J.
Nickel Stove Polish Co. Chicago, Ills.
Black Satin Polish Co., 107 Chambers St., New York.

Stove Trimmings.
Fanner Mfg. Co., Cleveland, O.

Straightening and Cutting Machine. (Wire.)
F. B. Shuster Co., New Haven, Conn.

Strapping Belts.
Ames Sword Co., Chicopee, Mass.

Street Hoes.
Geneva Tool Co., Geneva, O.

Stumps, Razor.
Alfred Field & Co., New York.

Sugar Beet Tools.
Geneva Tool Co., Geneva, O.

Sugar Kettles.
Blacklock Foundry, South Pittsburgh, Tenn.

Squares, Steel.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Sargent & Co., New York.

Swing Chair
Haggard & Marcusson, 425 So. Canal St., Chicago, Ill.

Swivels, Window Gangs
Enterprise Mfg. Co., Akron, Ohio.

Table Cutlery.
See Cutlery, Table.

Tack Pullers.
John H. Graham & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Tailors' Shears.
R. Heinisch's Sons Co. Newark, N. J

Tea Cent Specialties.
Oozer Mfg. Co., Jersey City, N. J.

Thistle and Dock Diggers.
Geneva Tool Co., Geneva, O.

Thumb Tacks.
Hawkes-Jackson Co., New York.

Tinners' and Roofers' Supplies.
Berger Bros. Co., Philadelphia.

Tin and Terne Plates.
American Sheet and Tin Plate Co., Pittsburg, Pa.

Tinners' Snips.
R. Heinisch's Sons Co., Newark, N.J.

Tool Chests and Cabinets.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York.
American Tool Chest Co. New York, N. Y.

Tools.
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
Geneva Tool Co., Geneva, O.
Hurwood Mfg Co., Bridgeport, Conn.
C. E. Jennings & Co., New York.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York.
L. S Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.

Torches (Vermont)
Vermont Slate Co., Zanesville, Ohio.

Toys, Iron.
Arcade Mfg., Co. Freeport, Ills.

Transom Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Traps, Rat and Mouse.
Smith & Egge Mfg. Co., Bridgeport, Conn.
J. M. Mast Mfg. Co., Lititz, Pa.

Trolling Outfits, etc,
Enterprise Mfg. Co., Akron, Ohio.

Trouser and Skirt Hanger.
Pullman Mfg. Co., Rochester, N. Y

Trowels.
Henry Disston & Sons, Philadelphia.
Alfred Field & Co., New York
C. E. Jennings & Co., New York.

Trucks, Store.
John Chatillon & Sons, New York.
John H. Graham & Co., New York.

Tube Expanders.
Ajax Mfg. Co., Pittsburg, Pa.

Tubes, Seamless Drawn.
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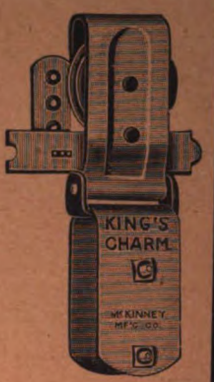
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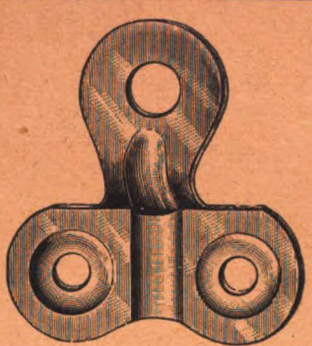


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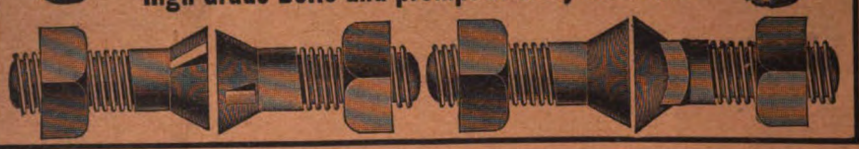
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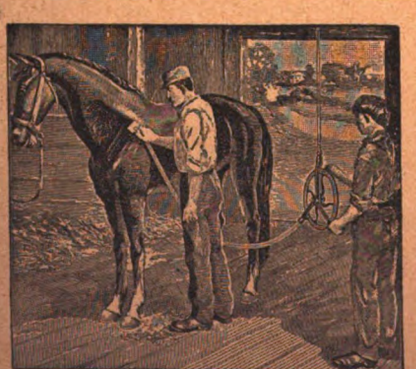
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is a most remarkable little timepiece. Needs no winding but runs itself and keeps fine time. Three tiny batteries in the base will keep it going for months and may be renewed at a moment's notice. It is 9 in. high, has a 3 in. dial and the base is 7½ in. in diameter. Intensely interesting to watch, yet thoroughly practical and useful.

Also Frying-pan, 60 day and Calendar Clocks.
Send for Catalogue No. 585.

THE PRENTISS CLOCK IMPROVEMENT CO.,
Dept. 58, 49 Dey St., N. Y. City.

SEASONABLE GOODS



20TH CENTURY CLIPPER.

20th Century Clipper, List $5.00
(Cost but little more than a good hand clipper)

The 1902 Chicago Clipper, List $10.75

and the

1904 Stewart Sheep Shearing Machine,
List $12.75

They are recognized as the best sellers in the horse clipping and sheep shearing machine line ever made. More of them are sold twenty times over than all other makes combined. They are displacing the old fashioned variety everywhere—and are for sale by leading jobbers and dealers everywhere. Send for catalog and prices.



1904 STEWART SHEARING MACHINE.

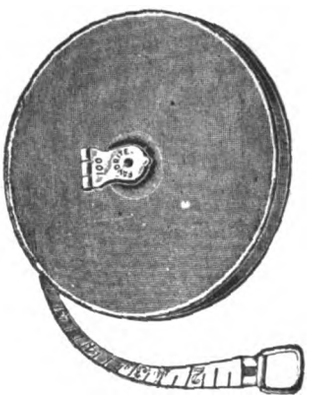
Chicago Flexible Shaft Co., 106 La Salle Ave., CHICAGO.

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KEUFFEL & ESSER CO.

127 FULTON STR., NEW YORK.

BRANCHES: { Chicago, 111 Madison Str. | St. Louis, 708 Locust Str. | San Francisco. 303 Montgomery Str.



MEASURING TAPES.

We beg to announce that our line of Measuring Tapes has been made complete by the addition or

"Favorite" Cotton Line Tapes (Ass skin)

"Tip Top" low-priced Steel and Linen Pocket Tapes.

Our assortment of Tapes should now meet every demand as it comprises a greater variety than any other maker's. Each grade represents the highest standard of its kind.





The Stewart Iron Works Company

Hardware Dealers Make Big Profits as Agents

Here's a line of goods that ought to be in the stock of every Hardware store with any pretentions toward up-to-dateness. They sell with little effort, provided samples are properly exhibited.

Our Goods are Guaranteed. Our **Vases** are not only ornamental, but made of the best material. Our **Settees** are pleasing to the eye and stand the wear. Our **Tree Guards** sell at a small price, but they last because they are made right—of steel rods.

WE WANT AGENTS

—Hardwaremen who want goods that will suit their customers. Ask for Catalogue No. 26 of our full line of **Iron Fence, Gates,** stall guards, mangers, etc.

HIGHEST AWARD ST. LOUIS, 1904

Office and Factory, CINCINNATI, O.

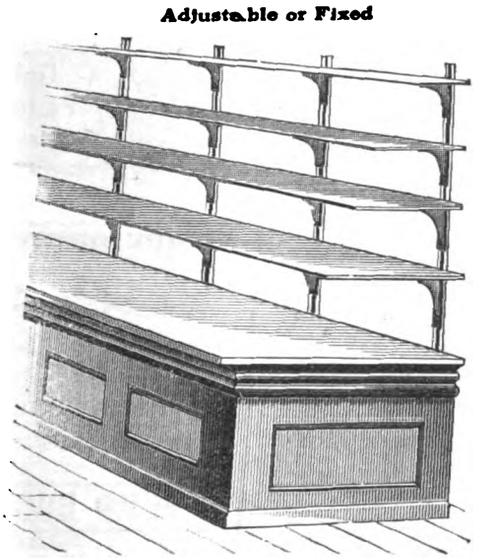


Increase Your Shelf Capacity

Without enlarging your building by using

BAINES SHELF BRACKETS

Adjustable or Fixed



Made in Cast Iron, Japanned Black and will hold **any weight that can be placed upon the shelves.**

Our Catalogue "H" is for Hardwaremen; it will tell you just how to estimate the number of brackets required and much other interesting information.

PIQUA BRACKET CO., Piqua, O.



Are you prepared for the coming Water-Cooler Season?

It's high time you considered your purchases of these Summer Necessities.

We make Water Coolers,—a wide variety of styles and sizes,—attractively finished,--*and they keep the water cold!*

Our extensive lines of Water Filters,---just the thing for Spring Sales,---Water Coolers, Chafing Dishes, Table Kettles, Baking Dishes, Crumb Trays and Scrapers, Urns, Cuspidors and Bath Room Fixtures are illustrated and described in our interesting catalogue.

Shall we send our catalogue—and discounts?

The BUFFALO MFG. CO.

Buffalo, N. Y.

BRANCHES:
18 Warren Street, New York.
238 Arch St., Philadelphia.
40 Dearborn St., Chicago.
247 Coronado Bldg., Denver.
61 Steuart St., San Francisco.

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"STERLING"

N. N. HILL BRASS CO.

EAST HAMPTON, CT.

BLOCKS, TACKLE

REGISTERED



TRADE MARK

BOSTON & LOCKPORT BLOCK CO.

Boston, New York, Lockport.

CAN OPENERS

TRADE "COLUMBIA" MARK



A. F. Meisselbach & Bro.

NEWARK, N. J.

CLOTHES WRINGERS

"Anchor Brand"
Clothes Wringers,
Rubber Rolls,
Rat and Mouse Traps.

LOVELL MFG. CO.,
Erie, Pa.

CUTLERY

TRADE UN★X★LD MARK.

POCKET KNIVES

NORTHFIELD KNIFE CO.
Northfield, Ct.

Buy Trade Mark Goods

And Get Quality

Mention "HARDWARE."

FILTERS



DIBLERS



OLINGER'S DIBLER AND TRANSPLANTER

The only practical Dibler ever made for setting, transplanting, fertilizing with Dry or Liquid; also weeding lawns or other purposes. Price by mail, 50c.

J. J. OLINGER & CO.

200 West 44th St., New York.

FLY KILLERS



"BIGELOW" FAULTLESS WIRE FLY KILLER

Worcester, Mass.

GLASS CUTTERS

"STANDARD"

W. L. BARRETT

BRISTOL, CT.

HARDWARE

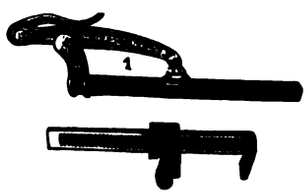
RE&O

RUSSELL & ERWIN MFG. CO.

NEW BRITAIN, CT.

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.

E. E. JOSEF MFG. CO,

BUFFALO, N. Y.

HARDWARE SPECIALTIES

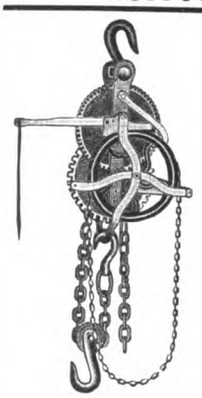
Shoe Daubers, Russet Shoe Polishes Towel Racks, Boss Dust Beater, Stove Polishing Mittens, Milk Strainers Mop Stick Thill Supporters.

PARKS & PARKS

Manufacturers

TROY, N. Y.

HOISTS



BAILEY'S PORTABLE

2 TO 10 TONS CAPACITY

JAMES P. DUNN, Mfr.
983 Superior St., CLEVELAND, O



FACILE CHAIN HOIST.

Most modern appliance for lifting loads ¼–3 tons.

IRVING MFG. AND TOOL CO.
159 CHAMBERS ST., NEW YORK.

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"LAVA" AND "VOLCANIC" Enameled Cooking Utensils.

THE CLEVELAND STAMPING & TOOL CO.
CLEVELAND, O.

"HARDWARE" twice a month $1.00 a year.

HORSE SHOES



Cable Address, BRYDENSHOE. Lieber's Code used.

Bryden Horse Shoe Co.
CATASAUQUA, PA.

LUBRICANTS

Snow Flake Axle Grease AND Snow Flake Coach Oil

MANUFACTURED BY

SNOW FLAKE AXLE GREASE CO.
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MECHANIC'S TOOLS

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SAWYER TOOL MFG. CO.,
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The Gobeille Pattern Co. Cleveland, Ohio.

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BARNES TOOL CO.

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PUMP BUCKETS



"STAR" Pump Bucket.

HENRY C. FREEMAN

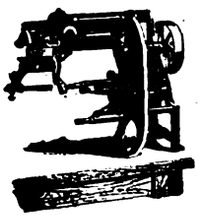
Bridgeport, Conn.

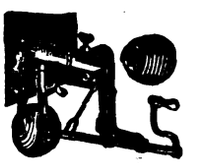
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PARERS FOR EVERY PURPOSE

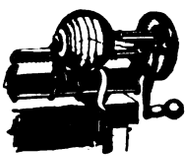

BONANZA


'98 TURNTABLE


EUREKA


WHITE MOUNTAIN APPLE

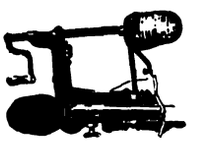

IMPROVED BAY STATE


FAMILY BAY STATE


SARATOGA POTATO

MADE BY
GOODELL COMPANY
106 MAIN ST., ANTRIM, N. H.
WORLD'S HEADQUARTERS FOR PARERS
SEND FOR CATOLOGUE


NEW LIGHTNING


WHITE MOUNTAIN POTATO

The AJAX SELF WITHDRAWING WOOD BORING MACHINE



does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
Pittsburgh, Pa.

Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

78 YEARS. ESTABLISHED 1825. 78 YEARS.
CELEBRATED HEINISCH SHEARS,
ACKNOWLEDGED THE BEST.



Tailors' Shears, Trimmers, Scissors, Tinners' Snips, Etc.
R. HEINISCH'S SONS CO., 155 CHAMBERS ST.
F. A. VORDERMEIER, NEW YORK MANAGER.
MAIN OFFICE AND FACTORY, NEWARK, N. J.

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REFRIGERATORS

BALDWIN DRY AIR Refrigerator
Cat. No. 46
BALDWIN Refrigerator Co
246 La St.
Burlington, Vt.

RUST PREVENTATIVES

"Three in One" LUBRICATES
Prevents Rust
Cleans and Polishes
G. W. COLE CO.
145 Broadway
New York

SASH PULLEYS

"NORRIS"
SASH PULLEYS
TRADE MARK REGISTERED
IRA B. SLOAN & CO.
BALTIMORE MD

SCREW PLATES

Holroyd & Co.
ESTABLISHED 1847
Stocks and Dies, Screw Plates, Taps and Dies for all use.
WATERFORD, N. Y.

Little Giant
SCREW PLATES
Taps and Dies — Bolt or Pipe
Wells Brothers Company
GREENFIELD, MASS.

SPRING HINGES

TRADE CSB CO MARK
CHICAGO SPRING BUTT CO.
CHICAGO

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"RIVERSIDE"
CABINETS and SHELVING
H. O. AMUNDSON
ALEXANDRIA, MINN.

PERFECT SHELF BOXES
FOR
HARDWARE SHELVES
CHARLES P. MOORE,
RAVENSWOOD, W. VA.

STOVES



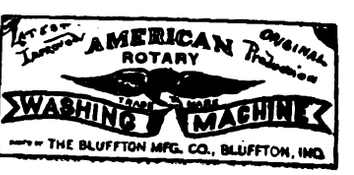
EXCELSIOR STOVE & MFG. CO.
QUINCY, ILL

SUBSCRIBE
for
"HARDWARE"
One Dollar for
24 Numbers.

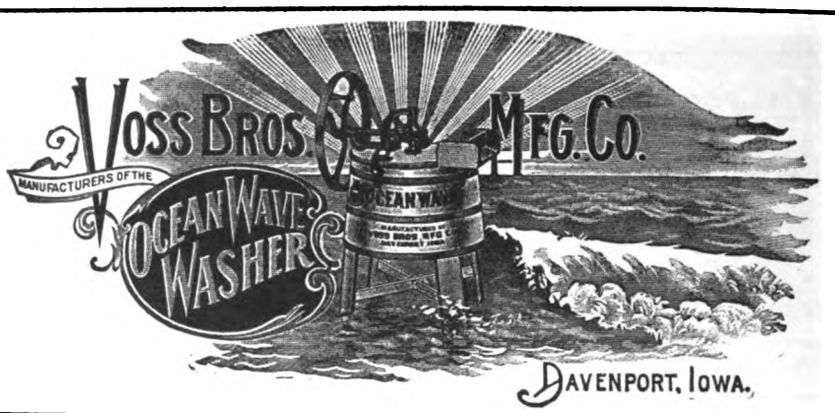
VISES

HOWARD VISES
HOWARD IRON WKS.
BUFFALO, N. Y.

WASHING MACHINES



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THE OCEAN WAVE WASHER

SATISFIES

OVER

ONE HUNDRED THOUSAND IN USE

WE SELL TO ONLY

ONE DEALER IN EACH TOWN

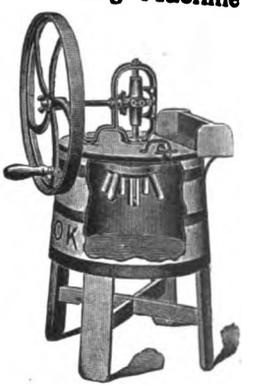
WRITE US

Once sold it "Never" comes back

Distribution Points

Philadelphia, Pa. Albany, N. Y. Elmira, N. Y. Columbus, O.
Milwaukee, Wis. St. Louis, Mo. Sioux City Ia. St. Paul, Minn.
Council Bluffs, Iowa. Indianapolis, Ind. Kansas City, Mo.

The O. K. Washing Machine



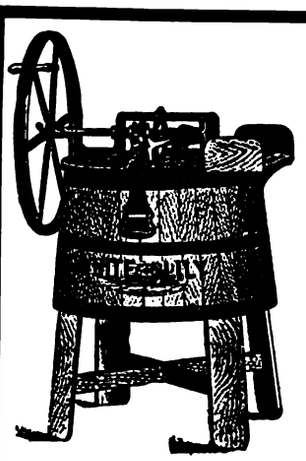
has been on the market for more than **six years** and the constantly increasing sale proves that it is giving satisfaction.

Well made and fully guaranteed. Everyone sold sells another.

TRY IT!

F.H. Brammer Mfg.Co.

Davenport, Iowa.



BUILT RIGHT

WATER TIGHT

OUT O'SIGHT

"White Lily Washers Wash Lily White."

'Nuff Said.

Drop us a card.

WHITE LILY WASHER CO.

Toledo, Ohio. **Davenport, Iowa.**

HAND ELEVATORS

FOR HARDWARE TRADE.

Send for catalogue.

THE STORM MANUFACTURING CO.,

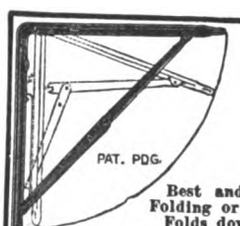
NEWARK, N. J.

DUMB WAITERS

ELEVATORS & DUMB WAITERS

We make a specialty of manufacturing them. Also appliances for same.

O'NEILL ELEVATOR CO. 628 Cherry Street, Philadelphia Pa.



GRIFFIN'S FOLDING BRACKET

Best and only Bracket for Folding or Swinging Shelves. Folds down against the wall when not in use. Locks automatically when lifted up.



GRIFFIN'S PRESSED STEEL SHELF BRACKETS

(PATENTED)

Are the strongest, best finished and best selling goods on the market. :: :: ::



Steel Strap, T and Butt Hinges

THE GRIFFIN MFG. CO.

Erie, Pennsylvania.



BLICK No. 3 THE BEST Rural Free Delivery Box

Made of Heavy Galvanized Steel.
Painted with Aluminum.
Positive Locking Flag Signal.
Automatic Spring Latch.
It is a big one—6½x8½x19 inches.
It will Get the Business.
You Better Get It.
Box and Price Right—$5.88 per Dozen.
Better Order Now.

BLICK-WILLIAMS CO., Indianapolis, Ind

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF

JOSEPH RODGERS & SONS, Ltd.

SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives and Forks, Table Cutlery, Scissors,

CORPORATE MARK

Razors, Hunting and Bowie Knives, Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

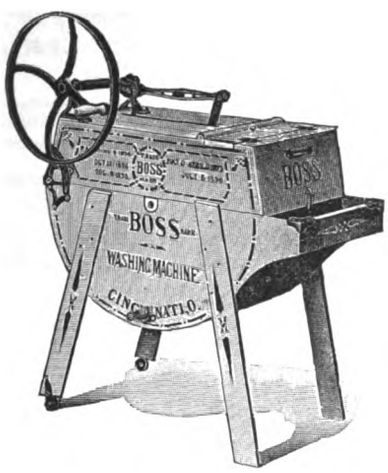
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"BOSS" WASHING MACHINES

Illustrations represent our two best selling washers.

They are non-competition, therefore, most profitable to handle and sell.

Write at once for catalogue and price list, also our nearest distributing point to your location.

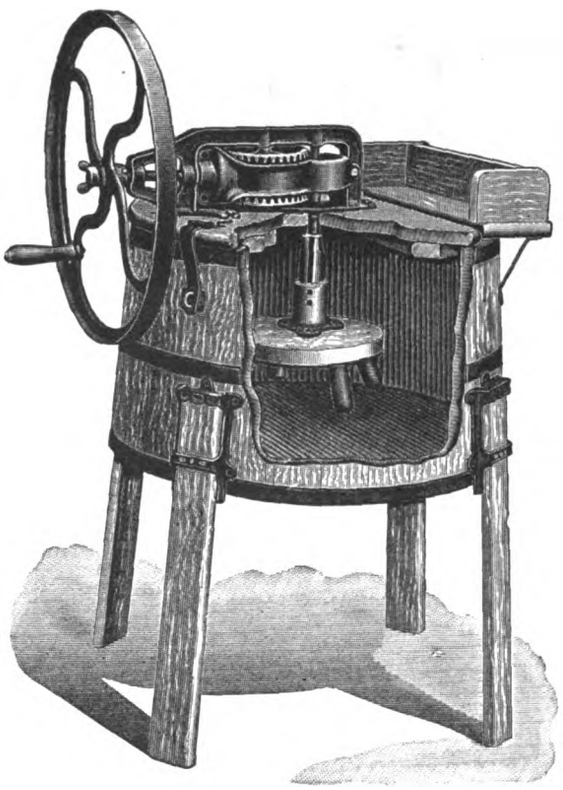


The only line of Washers not found in the catalogues of Catalogue Houses, therefore appeal to every dealer for support.

ADDRESS

Boss Washing Machine Co.

CINCINNATI, OHIO



BOSS DOUBLE ACTION

This machine is built on the true principle of rubbing clothes, similar to rubbing them on the old fashioned board, only that it just rubs a quantity at one time, and without the slightest injury to the finest of fabric including laces.

IMPROVED BOSS ROTARY

Has gears protected by shield or cover.
Has Telescopic dasher post.
Has large cypress tub and rub block.
Has either stave or detachable legs.
Has Highest Speed of any rotary.

If the United States would place to-day an order for WOODEN warships, the world would ridicule us . . . . . .



PARAGON WASHER

P. S. Summer resorts are now equipping their laundries. Every proprietor of a hostelry is sure to buy a Paragon, Hotel size. Dealers, make the profits!

The dealer who handles *wooden* washers shows an awful lack of progressive spirit.

SPAIN has quite a few old *wooden* tugs, cheap and for sale; unfortunately she had not all of her stock at Manila.

Mr. Dealer! How many of those *wooden* washers that you bought before the Spanish War, are still decorating your store?

DO AS DEWEY DID!

And then put in a fresh stock of *Metal Paragon Washers.*

You can safely place them near the entrance *to-day;* because *to-morrow* they will go to their future home, and act as a *free advertisement* for your store.

The PARAGON is made on the same principle (revolving cylinder) as the large power machines you see in every steam laundry and hospital.

Do you know now *why* and *how* the PARAGON does the work?

Compare the *appearance* of the PARAGON to any of the clumsy, complicated, greasy, antiquated wooden "washers(?)," and you have found the reason why you have never made a success of washing machines.

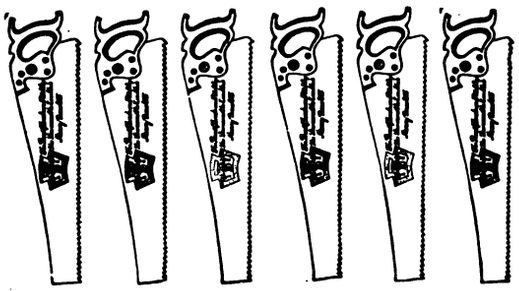
Experts predict for the PARAGON a larger commercial success than that of the Singer Sewing Machine. Dealers will find it to their advantage to come in on the ground floor now, before the agency for their city goes to a competitor.

EMIL R. BECKERT, 1175 3rd Avenue, New York

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WE MANUFACTURE THE FINEST AND THE LARGEST LINE OF SAWS IN THE WORLD

DISSTON



THE BRAND THAT STANDS THE TEST OF TIME

HENRY DISSTON & SONS, INC., PHILADELPHIA, PA.

EAGLE MOP WRINGERS

are made right in every particular, and will give longer and better service than others less carefully made.

With no parts to stretch or break, the rolls in the EAGLE always close tightly and give the best possible results in use.

Write for descriptive circular and prices; or ask your jobber. If he is up-to-date, he has EAGLE MOP WRINGERS in stock.

Eagle Cooperage Works,
CIRCLEVILLE, O.



Voorhoes Rubber Mfg. Co.
Jersey City, N. J.



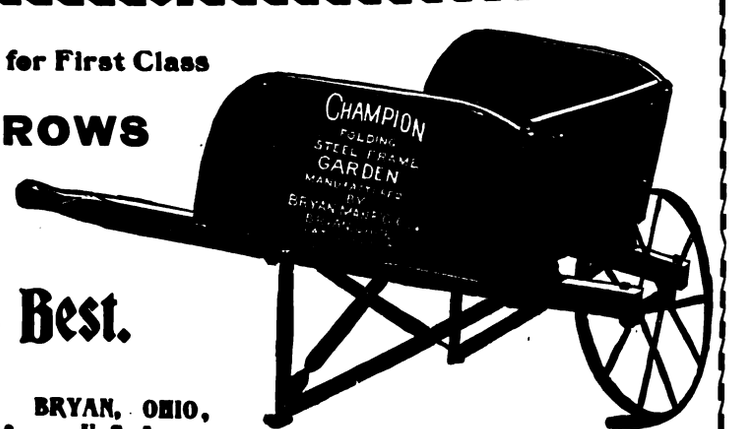
Manufacturers of
Superior Qualities of
Rubber Hose, Belting and Packing
Rubber Mats, Matting, Etc.

We have a reputation for making GARDEN HOSE that does hard service and on which claims for defect are not made.

Send for samples for season of 1905.

Catalogue and prices on application.

If you're Looking for First Class
UP-TO-DATE BARROWS
ORDER THE ◆ ◆ ◆
Champions, the World's Best.
All Kinds of Wood and Steel Barrows.
THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



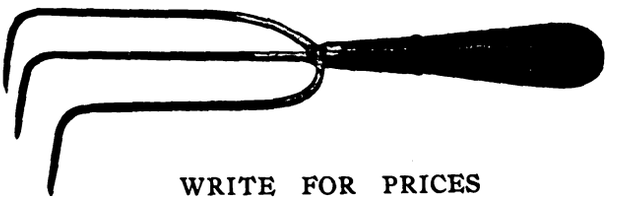
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GEM HAND SPADE
SOLID STEEL, NO. G.



WRITE FOR PRICES

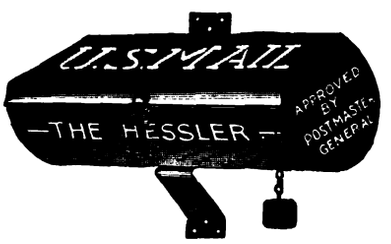
EUREKA STEEL WEEDER
NO. E.



WRITE FOR PRICES

AMERICAN FORK AND HOE CO.,
CLEVELAND, OHIO.

Rural Mail Boxes



THE HESSLER

BEST KNOWN. BEST MADE.

Most durable as well as the cheapest fully approved Rural Mail Box on the market. Do not be deceived by manufacturers who claim to have a Box similar in appearance to the "Hessler." Just compare the Boxes and convince yourself. The Hessler Box is storm and dust proof, has the only signal that will not get out of order. It costs you no more than the cheaper made boxes. Write for full description and prices.

HESSLER MAIL BOX CO.,
SYRACUSE, N. Y.

BEECH

MOP WRINGERS

are in daily use by thousands of satisfied buyers and the demand is constantly increasing.

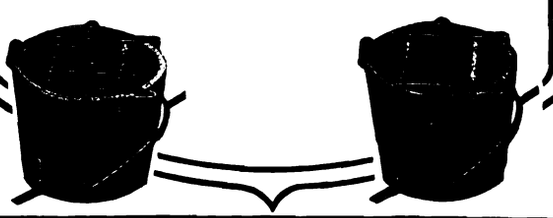
They are thoroughly good---made on the right lines and of the best materials.

"BEECH" is the name of the patentee and does not refer to material used.

They sell readily and afford a good profit to the dealer.

Carried in stock by jobbers, everywhere.

Write now for catalog and prices.



— MANUFACTURED BY —
BEECH NOVELTY CO.
— MANSFIELD, OHIO. —

SUGAR KETTLES---



and other kinds, too, are all made with special care and in better finish than is usually given.

Sugar Kettles from 6 to 35 gallons. Stove Kettles and pots in straight, flat or round bottoms. English Pots 1 to 8 gallons.

You Need our Catalogue.

It shows our complete line and is full of interesting information concerning these and other goods made in our factory,

BLACKLOCK FOUNDRY,
South Pittsburg, Tenn.



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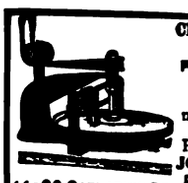
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CLIPPER SHARPENER AND SURFACE GRINDER
PROFITABLE TO EVERY REPAIR SHOP
Clippers Sharpened in 5 minutes earning 50c.
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You take no risk on the quality. We make only the best.



Sand Papers in **Reams and Rolls**
- Flint Paper
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HAIRFELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

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700 MARKET STREET, PHILADELPHIA.
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ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

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NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID


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NO. 40-41-44—AUTOMATIC DRILL


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ESTABLISHED 1836.

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AN ENTIRELY NEW THING.

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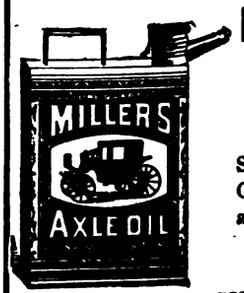
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Gives an Elastic, Durable Waterproof Gloss, and is positively safe to use on the finest stock.





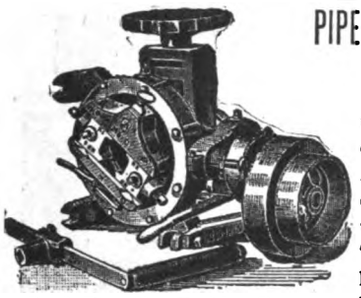
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For hand or power.



No. 0. Threading Machine, Power

This machine has many points of superiority. It is light, strong, compact and durable. Threads pipe from ⅛ to 2 inches. All gears and moving parts run in oil, in a dust and chip proof case. The Die Head will not wear loose as in other machines. The machine be can instantly changed from hand to power. Write for complete catalogue.

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Do You Want a Partner?

Warren's **TWELVE** Silent Salesmen.
Required **TWELVE** Years to Perfect.
Will Work **TWELVE** Hours Every Day,
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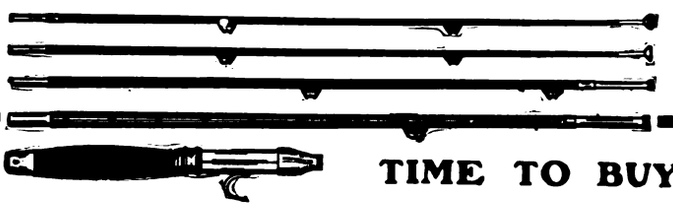
In order to learn the opinion of merchants employing these, a circular letter was mailed to every firm that had tried them, thus reaching stores in large cities, county seats and sequestered communities. The average of replies received contained the following gratifying results:

Increased Sales	25 per cent.
Less Capital Required	25 " "
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Goods Saved from being Misplaced and Lost Track of	30 " "
Time Saved in Serving Customers	35 " "
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Number of months in which they will pay for themselves	11 7-12 mos.

These answers show definitely what they accomplish.

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is right now. We are manufacturers and know the kinds used in different parts of the country—we can help the Dealer in deciding on the right goods for his trade, and furthermore we can save the dealer money.

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Stencils, Burning Brands, Steel Stamps and Dies, Seals, Machinery Plates, Checks.
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COLE'S MANY-USE OIL

is made by G. W. Cole

The Originator of 3-in-1

July 4th, 1894

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"THE FAMOUS OIL" in
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—IS—
"THE STANDARD FOR QUALITY
and QUANTITY"—



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DEALERS PROFITS { 2 Oz. 10c. Size 85%
Large Size 150%
6 Oz. can for Gunners use 85% }

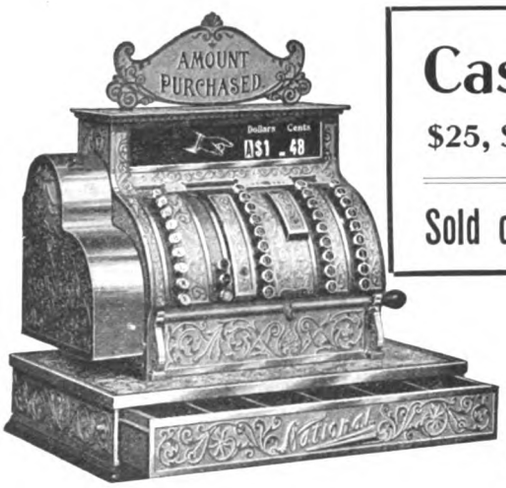
ORDER NOW, ASSORTED SIZES, SECURE 70c. BONUS
which saves you 20% per Dozen

ALL JOBBERS SELL IT

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$25, $50, $65, $75, $85, $100

Sold on Easy Monthly Payments



We Guarantee

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Slightly used Nationals and registers of other makes at greatly reduced prices. Unions and Ideals at $30 and $60. Hallwood registers at $50, etc.

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BOYD'S REVOLVING FLOWER STAND

WITH FOUNTAIN ATTACHED



Just the thing for lovers of Flowers. Adapted for indoor and out. Holds 25 pots from 4½ to 7 inches in diameter. By connecting with hose at bottom and removing top pot, Fountain attachment can be placed on.

Floor space 36 in., height 5 ft., weight of stand without pots 35 lbs. We also can supply Pots for this Stand.

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Our advertising during the coming months will reach nearly 10,000,000 women. Are you ready to supply the big demand that's coming? Do not let your customers send their money to us. Get the profits yourself. See your jobber about it without delay.

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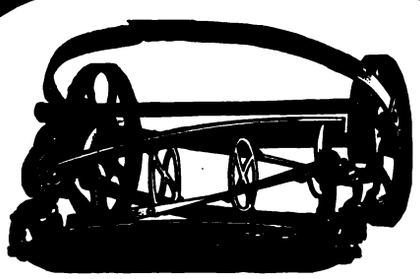
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Our Style A is the only all-steel mower on the market. It is the only Mower that stands alone— is unique— because of its perfection in every working part.

If you want to make money on Mowers this season, handle The Genuine Philadelphia.

Our Catalog shows 15 styles of hand and 5 styles of horsepower mowers.

Every mower guaranteed.

Philadelphia Lawn Mower Co.

1301—1307 Chestnut St., Phila., Pa.

We Respectfully Invite



Your attention to our line of Mowers for 1905

For thorough workmanship, durability, light running, and superior cutting qualities they are unsurpassed, and we are confident that our prices will interest you.

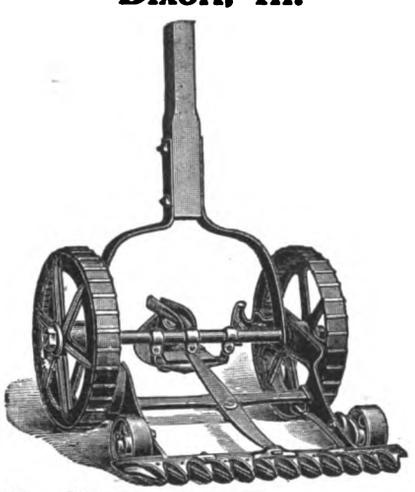
We manufacture Lawn Mowers adapted for every market, and inquiries for Export will have our special attention. Write us for catalogue.

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CLIPPER LAWN MOWER CO.

Dixon, Ill.



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That will Kill all the Weeds in Your Lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear. The CLIPPER will do it.

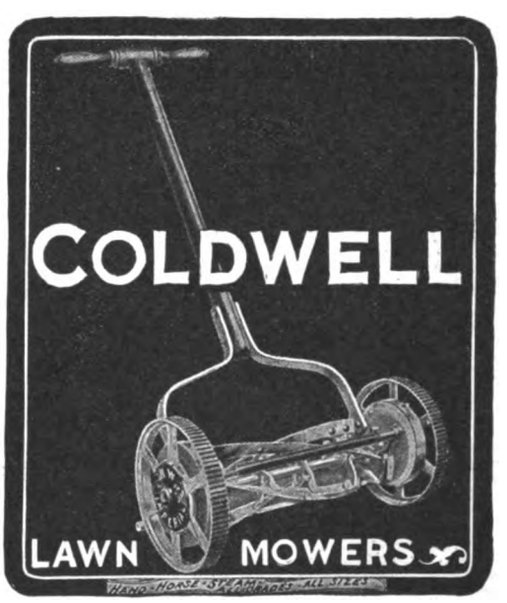
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PRICES TO THE TRADE:

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Please Send Draft, P. O. Money Order or Express Money Order or Registered Letter.

NO MAN ON THE ROAD.



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Coldwell Lawn Mower Co.

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Kohlers STEEL GARDEN TROWEL

Bright Steel Blade. **Malleable Handle.**



No. 5—5¼ inch Blade

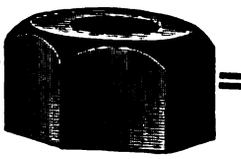
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Finished either with Handle Japanned or Full Tinned Finish, as desired.

The Handle is Hollow and Firmly Riveted to Blade.—No Wood Handle to Work Loose. Its the Strongest and Neatest Trowel made.

F. E. Kohler & Co. The Hdwe. Spec. Mfrs.

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Cold Punched NUTS

HIGH GRADE
GOOD LOOKING
ACCURATE

Semi-Finished NUTS

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PITTSBURGH, PA.

Buy the Best and Make Money.

This is the one make of machine that you can buy and be sure of making money.

We Guarantee the Reliable.



110 Yards Fine Poultry

As a condition of the sale our guarantee says you are to have your money back if it does not prove its superiority upon a trial in your hands. You are to be the judge. Will you try the Reliable on this condition? The Reliable of to-day is the one non-moisture machine, automatically regulates, ventilates and receives the chicks into its own nursery as fast as they come. Success can't escape you with the Reliable Incubator to hatch and the Brooder to brood them. Send us 10c postage and get Poultryman's Guide and Catalog combined.

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PUNCHES 5-16 inch hole in ⅛ in. Iron plate, 2½ in. from edge. Send for Circular.



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Wire Fencing,
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Window Guards,
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Wire Cone Toaster

For Gas or Gasoline Stoves



Toasts five slices in two minutes. Open top toasts the fifth slice.

Wire Cone throws heat of bed of coals; catches the crumbs. Fits all stoves.

Will heat Plate, Tea or Coffee Pot.

Pays Dealer Large Profit. Order from your Jobber or write us direct.

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Ann Arbor, Mich.

"Hold up! I'll take off my hat to the MYERS."



The name **MYERS** on Pumps and Hay Tools fixes their rank, indicates their quality and "separates them from the Goats," figuratively speaking.

That's why "all Hats Come Off" when the **MYERS** come in sight and why *The Glass Valve Takes Competition Off its Feet.*



THE MYERS PUMPS, AND STAY-ON HAY TOOLS DOOR HANGERS

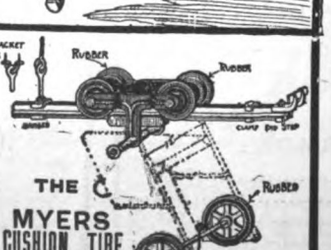
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Ask your Dealer for the Best Known Force Lift Tank and Spray Pumps.

Ask your Dealer for the Best Known Hay Carriers, Forks, Stayon Door Hangers, etc.

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Absolute regulation of flow of oil to a single drop. No waste of Oil from bearing to bearing, when in use. Made of Tin, Brass and Copper in several sizes, with bent and straight spouts of various lengths. Write for prices to the Metal Department.

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This outfit is entirely novel, light and attractive in appearance, and supplies a want in the Hammock line which has often been expressed.

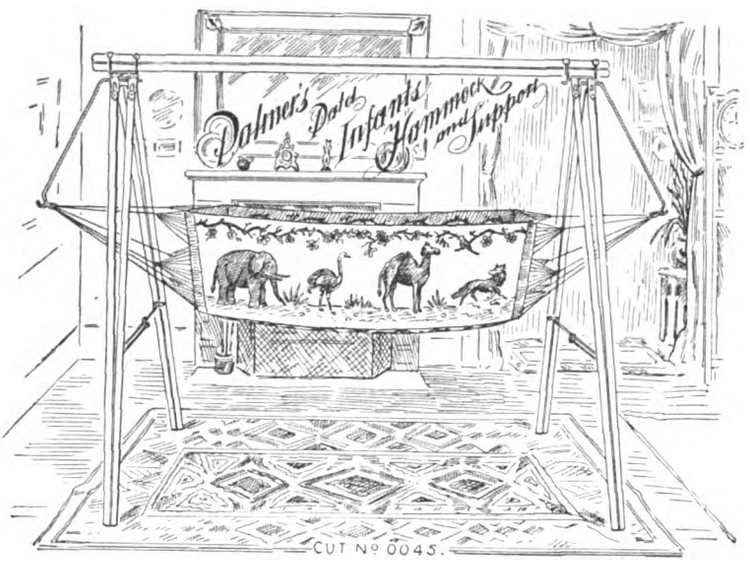
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Also Manufacturer of Mosquito Nettings

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Canopy Supports and Fixtures

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THE ONE MINUTE CHURN

PROTECTED BY 57 PATENTS

Its construction perfect in every detail. All parts interchangeable and carried in stock. Easy to run. Seven sizes, holding 1 quart to 13 gallons.

For farm and family use.

Our Catalogue tells all. Mention HARDWARE.

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Natural Stone Germ Proof

Water Filters

Are as represented—always.

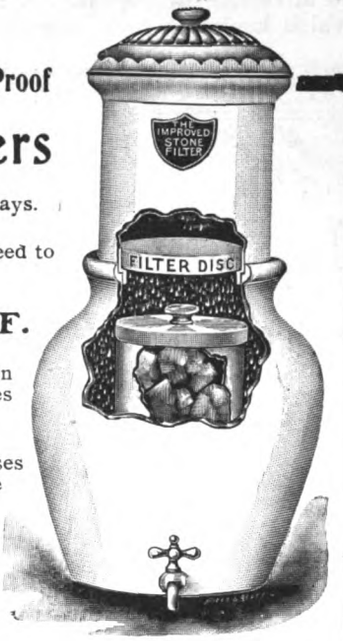
Every Filter is guaranteed to be absolutely

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Every Filter is perfect in every detail when it leaves our factory.

Prevent Zymotic diseases by pushing the sale of these goods in your locality.

A handsome display card with each shipment.



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Solid Electric Silver Spoons - Knives - Forks



IN such perfect proportions are the white hard metals in our Solid Electric Silver Ware united that they approach the nearest to being a

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Far better than any plated ware on the market.

IT

ALWAYS RETAINS its BRIGHT and silver like APPEARANCE. Will never tarnish nor change color.

Try them and you will always buy them.

We guarantee satisfaction.

Don't you want our latest catalogue? Its the matter of a postal. Send it to-day.

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Main Office and Works:

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Meat and Food CHOPPERS

40 Sizes and Styles for Hand and Power from $1.00 to $300.00



No. 2, $1.50



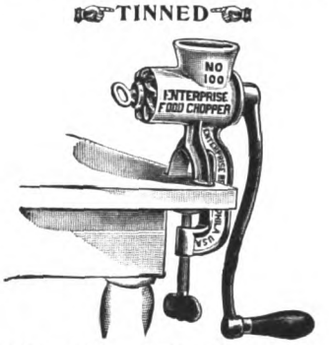
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No. 100 Chops 2 lbs. of Meat per Minute, $1.50
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FOUR KNIVES WITH EACH MACHINE



Fine Medium Coarse Nut-Butter Cutter

Order from your Jobber Illustrated Catalogue Free

The Enterprise Manufacturing Co. of Pa.

Philadelphia, U. S. A.

N. Y. Branch, 10 Warren St. San Francisco Branch, 105 Front St.

Rapid Grind ng and Pulverizing MILLS

40 Sizes and Styles for Hand and Power from $1.25 to $300.00



NO. 3, $5.50

Meat Juice Extractor



No. 21, $2.50

Sausage Stuffers and Lard Presses

8 Sizes and Styles



No. 25, $5.50

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THREE-QUARTERS
OF
A CENTURY
ON THE MARKET

It is no longer a question whether our Edge Tools are the Best.

That question has been settled long ago by the largest users of Edge Tools.

The question for you to decide is: How can you, in justice to yourself and your customers, afford to handle any other but the Best—

White's Edge Tools

Search the world over—you will not find their equal in quality, workmanship, nor as ready sellers—at any price.

Think this over—then write us.

L. & I. J. WHITE CO.
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Mayhew Tools

"Mayhew Thoroughness"
is a particular brand of thoroughness, which gives to Mayhew Tools a stubborn endurance in severe usage quite extraordinary, all without affecting the price, which is ordinary.

Drop us a line. It will bring you further particulars and prices.

MENTION HARDWARE

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Does This Look Like 30 Cents?

No? Well, there's a reason. It's Daus' Tip Top Duplicator. It's this size that costs $5. A most useful device to lift your or anybody's clerical work out of a rut. Use it for duplicating any kind of pen and ink or typewriting and it'll more than pay for itself in a month.

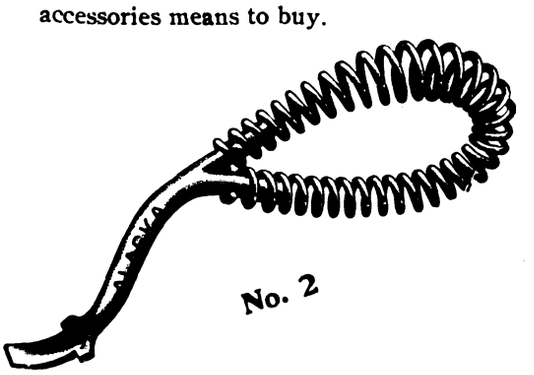
You'll wonder how you managed to get along without such a time-saver as Daus' Tip Top. Want to try it? No charge for 10 days trial. Write now.

Daus' Tip Tep

The Felix P. J. Daus Duplicator Co.
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"Alaska" Stove Lid Lifter

The final test is wear. To investigate our "Alaska" Line of stove accessories means to buy.



THEY ARE FAULTLESS
In this respect the "Alaska" Line differs from all others.

Troy Nickel Works
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PADLOCKS. . .

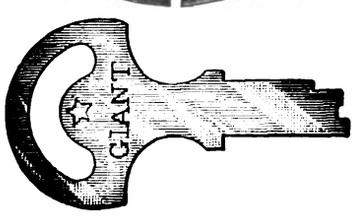


Smooth or Government Finish.

Furnished the U. S. Post Office Department for mail bags for nearly twenty years.

ALL PADLOCKS

made with four tumblers each.



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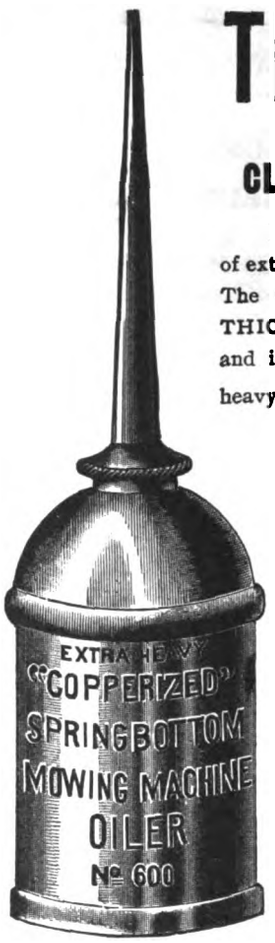
BRIDGEPORT, CONN.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTON

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy **"Swodoh" Steel,** Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.



Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,

BRIDGEPORT, CONN.



L. S. STARRETT SAYS:

"IF YOU FIND ANY TOOLS BETTER THAN

STARRETT TOOLS

BUY THEM."

Send for complete Catalogue No. 17T.

THE L. S. STARRETT CO.

Athol, Mass., U. S. A.





Protect Yourself

against the wrath of the kitchen queen who despises a poorly designed Egg Beater.



HOLT'S Improved Dover EGG BEATER

beats eggs in 20 seconds—in one-fourth the time and as light or stiffer than the best hand whips.

It's the flare that does the trick.

Ours is one-third larger, too; dasher is wider, thicker, flared.

You ought to have our Price List circular.

Holt-Lyon Company

Tarrytown-on-Hudson, N. Y.

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HARDWARE

In the recent big fire in Hot Springs, Ark., the Hardware stock of Hamp Wiliams was destroyed. The insurance was $17,500.

For the two months, January and February this year, production of pig iron increased 1,246,820 tons as compared with the first two months of 1904, and 736,723 tons in the first two months of 1903.

The New York Cordage Company is moving into their new offices at 80-86 Wall Street, New York. R. D. Borden of Fall River, Mass., is now representing the company in New England, while J. J. Hundley of this city is traveling for the company in the States of New York and Pennsylvania.

The Hamilton Emery & Corundum Company, Chester, Mass., is sending free to the trade who apply for it, a case containing 24 samples of Turkish and Naxos emery. The case measures 4 by 12 inches and has a leather finish. It holds 24 vials containing samples of the different numbers of emery which the company manufactures. Besides showing samples of its Emery it assists the dealer to become familiar with the different grades of Emery and their corresponding numbers. The company makes a specialty of Turkish and Naxos Emery of a superior quality.

Plans and specifications have been prepared in Philadelphia for an operation of 960 model dwellings to be erected at Bethlehem, Pa., to cost in the neighborhood of $1,500,000. The recent award of large contracts for armor plate to the Bethlehem Steel Company is responsible for this. The plans show two-story brick houses with porch fronts and the latest dwelling equipments. Each dwelling will measure 15 by 40 feet and will contain seven rooms. About 5,000 additional men will be employed by the steel works when the new buildings are completed.

During February permits were taken out in twenty-five leading cities, according to reports to *Construction News*, for the construction of 4,902 buildings, aggregating in cost $22,502,806, against 4,203 buildings, at an estimated cost of $14,517,065, for the same month a year ago, an increase this year of 699 buildings and $7,985,741, or 55 per cent., in cost. The increase for January was 83 per cent. on a total of 5,187 buildings, involving a total cost of $24,964,651. Only eight cities show decreases.

BEALL BROTHERS' CATALOGUE.

Beall Brothers, Alton, Ill., have sent us among other literature a catalogue having reference to their line of Shovels, Spades and Scoops. The book is in large pamphlet form and contains 35 pages. In this catalogue they give complete price lists as well as illustrations and dimensions of the line of plain back (Antrim) and hollow back (Cleveland) shovels, spades and scoops. They state their experience of nearly half a century in manufacturing has enabled them to put on the market a high grade steel tool unsurpassed in finish and quality. Another of their catalogues is devoted to Miners' tools and Miners' supplies. This is the same style book as above, but contains 51 pages. Of this line they claim to be the largest manufacturers in the United States, and perhaps in the world. They make some nine different patterns of coal drills, including the old wooden post machine and can furnish machines complete, and parts for most all the different drills manufactured in the United States. They use nothing but the best grade of material, warranting every article they send out. Send for either or both of the above mentioned catalogues if you are interested.

BROKE THE RECORD.

With all the exhibitors well satisfied with the results, the National Motor Boat and Sportsman's Show came to a close March 9 at the Madison Square Garden. The official figures show that the exhibition was favored with a larger attendance than was ever drawn by any show in the Garden, as during the fifteen days more than 125,000 spectators came to see the boats and the other exhibits. The results in sales were equally gratifying to the exhibitors. Many thousands of dollars' worth of boats were ordered, and the sport of auto boating promises to become a lively one during the coming season. Arrangements have been made to have an annual show for the next four years.

THE COLUMBIAN WROUGHT STEEL SPRING HINGE.

The Columbian Hardware Company, Cleveland, Ohio, have achieved a remarkable success with their wrought steel spring hinge known as the "Columbian." In getting this article ready for the market they drew on their years of experience with their well-known hinges the "Gem," "Oxford" and "American" with the result that the "Columbian" had proven from the start a trade winner. It is claimed to be absolutely reliable and high grade in every respect and it sells at a very reasonable price. The Columbian Hardware Company have one of the most complete factories in the country for manufacturing hinges of all kinds in steel, brass or bronze, all of which are finished in a great variety of useful and beautiful styles. Besides making Builders' Hardware this firm is producing a complete line of blacksmith's, machinist's and Oval slide vises, anvils, wall and joist hangers. Every Hardware dealer should have the three artistic catalogues issued by this concern. In them will be found much valuable information along these various lines.

CALIFORNIA RETAIL HARDWARE DEALERS' ASSOCIATION.

The first regular session of the fourth annual convention of the California State Retail Hardware Dealers' Association was held at the St. Francis Hotel, San Francisco, on March 8. In the absence of President O. F. Sites, who is in Washington, D. C., Vice-President G. A. Gutman occupied the chair and read the president's address, the main feature of which was a recommendation in favor of a salaried organizer to assist in the work of bringing each one of the 2,200 Hardware dealers of the State into the membership roll. At the session March 9 the following officers and members of the Executive Committee were elected: President, H. C. Bennett, San Francisco; vice-presidents, J. E. Jansen, Eureka, and P. W. Devore, Ocean View; secretary, Henry Gracey; treasurer, George H. Smith, Oakland. Executive Committee: M. M. Brown and C. H. Phillips, of San Francisco Association; J. H. Stevens, St. Helena, and H. C. Mailer, Santa Rosa, North Coast Association; George H. Ismond and Frank K. Mott, Oakland, Alameda County Association; John C. White, Marysville, and George A. Legg, Nevada City, Pacific Association; C. W. Barrett, Fresno, and D. C. Wood, Modesto, San Joaquin Association; H. E. Robinson, Gilroy, and C. M. Brown, Hollister, Central Association; J. C. Barth, Corona, and C. W. Bammarel, Los Angeles, Southern Association; H. E. Reid, Eureka, Humboldt Association, a second member from Humboldt to be named later.

NEW YORK STATE ASSOCIATION OF RETAIL HARDWARE DEALERS.

At the recent convention of the above association the report of Secretary J. B. Foley, which was presented on Thursday in executive session, showed that the association had made a material gain in membership, 52 new members being added up to March 1, with a further increase of 40 during the convention. The total membership is now 217.

In accordance with the report of the Nominating Committee the following officers were unanimously elected for the ensuing year: President, C. P. Sherwood, White Plains; First Vice-President, Louis J. Ernst, Rochester; Second Vice-President, L. G. Mattison, Newark; Treasurer, F. E. Pelton, Herkimer; Secretary, J. R. Foley, Syracuse; Directors for three years, John E. Larrabee, Amsterdam; William Stark, Saranac Lake; Thos. Hobbs, Utica. John G. Ferres was elected also to fill the unexpired term of L. G. Mattison, who was promoted to a vice-presidency, and George B. Allen was chosen to fill the unexpired term of C. E. Hills of Oneonta, who has retired from the Hardware business. Binghamton was selected for the next place of meeting for the association. The date will be determined by the Executive Committee.

THE GLIDDEN VARNISH CO.

We have received the following:

IMPORTANT NOTICE.

To the Trade: We are not selling, and do not intend to sell our Jap-a-lac and Dealers' Specialties to mail order houses, for we realize the fact that it would not only be detrimental to the retail dealers, but very detrimental to ourselves indirectly. Some of our competitors are representing to the trade that we are selling such houses, which is an injustice to us, and we wish to correct reports of this kind which are being circulated.

The Glidden Varnish Co., Cleveland, Ohio.

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HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION $1.00 PER YEAR. TO FOREIGN COUNTRIES $2 50

CHICAGO, - - - - - - 1164 Monadnock Block
C. H. Greene, Representative
DETROIT, - - - - - - 61 West Congress St.
G. T. Newkirk, Representative

L. E. MACINTYRE, - - - - President.
A. P. MITCHELL, - - - - - - Secretary and Treasurer.

HENRY HOPKINS, - - - - Editor.
A. EUGENE BOLLES, - - - - Manager.

MARCH 25, 1905.

Editorial Trade Review

Reports from the trade centers throughout the States are of the most encouraging character as relating to the business of the immediate future, and the first continued evidence of a let up in the conditions of Winter will give the Hardwaremen plenty to do in supplying the wants of the consumer in which the presence of a full stock of goods will be found an important factor. The Retailer already finds the demands crowding his amount of stock to the limit, and the anxiety about his future supplies, looms up on the horizon with alarming urgency.

The stocks now in the dealers' hands are of far greater importance in point of supply than is generally supposed, the bulk of purchasing having been made as prices advanced during the later months of the past year, and these goods being at lower costs than can now be obtained, it has needed only the bracing atmosphere of the Conventions that have recently taken place, to know how unwise it would be to throw such profits away by unnecessary cutting of the prevailing price on anything. That is a business that can be left to the more restless jobber, with his larger, and more greatly assorted volume of goods to distribute.

The catalogue house question as it appears at present may safely be left by the Retailer to the National Association to attend to. Already the attitude of the manufacturers is sufficiently manifested by the fact that nearly 600 have placed themselves on record as not supplying this class of trade with the goods they want, at any price; while others, whose relations are of greater intimacy with the catalogue houses, insist upon the prices at which they must be sold so as not to interfere with the retail trade. At any rate the retailer who buys through his accustomed channel of supply, will have one thing less to annoy him in retaining the trade he has already secured, over the conditions of affairs a year ago. The Retailers will find it comparatively plain sailing if they don't find it of importance enough to their well being to get up a local fight of their own on account of a competition which even the influence of an Association cannot down.

On Builders' Hardware the indications point to a large trade in the Spring and Summer, as the plans for that industry are of a most exhaustive character, which will be felt in every branch of trade connected with it as soon as settled weather can be assured in order to prosecute the several projects that are already promoted.

The movement of stock orders we hope will be found so regular as to check the fear felt in some quarters that in the consolidation of the plants under new arrangements, the closing of any of the original ones will not carry with it a shortened production, which in the failure to deliver promptly at prearranged periods might be supposed possible to an economical output.

The conditions of the markets for raw material, and the Manufacturers' quotations are firmly held, and yet no abnormal advances need be apprehended. Where as in a few instances seems to be the case—the movement of an augmented production is slower than could be wished for, manufacturers have no hesitation about heaping up stock; feeling confident that the trend of trade when in full blast, will carry away anything which now partakes of the character of an excess. The general belief is so very optimistic about the future of trade, that in every direction preparations are being made to prepare for it in no half hearted manner.

In the conventions this year a number of papers have been read in which the gray matter of those participating, have contributed good advice and the most solid instruction. Each succeeding year finds the Hardware man more fully equipped in this particular and he prepares himself to impart the greatest information to his brother workman in the trade, with more than the usual unselfishness. This is one of the benefits of organization, a disposition to distribute methods of application as fast as they are acquired.

DEATH OF HENRY T. WAKEMAN.

Henry T. Wakeman, who for fifty-five years has been in the Hardware business in New York City, died at his home, 192 Prospect Place, Brooklyn, Monday, March 13th. He was born in 1827 in Greensfarms, Conn., where he spent his early life working on his father's farm. After a short period of teaching he entered the Hardware business which pursuit he followed uninterruptedly till two years ago when he was forced to retire on account of illness. During this long and successful business career he has become well known for his sterling honesty and fair dealing, strict attention to business and cheerful disposition, which no annoyance could baffle. He has been a great traveler throughout this country, having done business in nearly every State in the Union, as well as in parts of South America. It was his delight to rehearse to his friends the many interesting experiences he encountered while traveling through the West in the early seventies before railroads were built there, sometimes going five hundred miles by stage without stopping to rest. As much as he enjoyed the rough life of the West, he was always glad to return to his home in Brooklyn, where he has resided for the past thirty-eight years. The strict principles installed in him by his Puritan training he has always adhered to and retained a broad sympathetic feeling for all classes of men, extending a helping hand to many a one in trouble. In 1875 he joined Plymouth Church where he has been a regular attendant up to the time of his death. He is survived by a widow and only daughter. In his connection with the Hardware business he has been associated with Hoyt, Busick & Company, Quackenbush, Townsend & Company and Patterson, Harral & Gray; his special line of work being the furnishing of supplies on contracts with the City Government of New York through its various departments, in which branch of the Hardware business he had become an expert of such advanced merit his place will be difficult to fill.

DEATH OF ROBERT J. ALEXANDER.

Robert J. Alexander, of the firm of Sperry & Alexander, 300 Broadway, New York, died suddenly of heart failure Sunday, March 12, while South on business, at Jupiter, Fla. Mr. Alexander was about 42 years old, and was well known in the Cutlery trade with which he was identified.

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MAINTAINING THE PRICE

By A. EUGENE BOLLES

THE RESULTS OF A YEAR'S WORK AND SEVERAL INTERESTING OPINIONS FROM DEALERS AND MANUFACTURERS.

Almost every one in the trade seems to be interested in the question of "Price Maintenance," judging from the large number of letters on that subject that are daily coming into this office. This agitation will have been worth while if it accomplishes nothing more than the waking up of those in the various branches of the Hardware business and getting them to come out in the open with opinions. The strongest association on earth, in any line of business would soon go into an "innocuous desuetude" without something having a tendency to keep the members at attention. Differ, though the opinions may, the discussion now going on in the Hardware world will have the effect of drawing Hardwaremen together into closer business fellowship. And if there ever comes a time when the now over 6,000 association members in this country grow to a score of thousands, each one standing firm in the ranks and looking out for his own part of the fight, the Hardwareman's troubles will have turned to pleasures.

It is reported that over six hundred manufacturers of Hardware have adopted the policy of refusing to sell goods to Catalogue Houses at any price, and that others are only selling these houses under an ironclad price maintenance contract. Surely this is a magnificent result from a discussion that has been going on for barely twelve months. It is another demonstration of the value of live association work, of getting together, of coming out frankly and "calling a spade, a spade." The work is not finished—never will be—but manufacturers, at least a large number of them, have shown their willingness to help the cause of Hardware even at the sacrifice of big orders. They have proven

FRIENDS OF THE RETAILERS.

Over six hundred have fallen into line and more are coming. It is now up to the retailer to take care of his end of the fight, to get after his trade with a vim, to get the right goods and convince his customers that he has got them. The manufacturers can't settle the matter alone. It's a case of "everybody in line" —and the stragglers will be the ones to suffer most.

The president of the Arkansas Association, Hamp Williams, ever ready to help when the editor calls on him, writes a very interesting letter on this subject. He says:

"Maintenance of prices no doubt will help the retail merchant some, and if the manufacturer was in a position to name prices to be maintained all the way through, no doubt that would solve the proposition amicably, but unfortunately, or fortunately, I don't know which, they can not do it. Thousands of articles, that under the Hardware trade have no descriptive name and are only known by a general term, for instance, nails, iron, tacks, lead, shot, etc., and many items which have a descriptive name, manufacturer's brand, for instance, that are in demand but each have competitors in other manufacturers' brands claiming superiority, so if one manufacturer should demand a maintenance of prices on his line the probabilities are that his competitor, another manufacturer, who makes the same item under another specific brand might reduce his price and capture the trade. To make it plain, if Henry Disston sold a hand saw for $1.25 and restricted the retailer to get no less than $1.50, Atkins might offer a similar saw for $1.00 and restrict the price to $1.25. But if Henry Disston was the only man manufacturing saws, he could have the price maintained. My experience has taught me that

THERE IS GENERALLY A SUBSTITUTE,

and we can even up some way without absolutely confining ourselves to one brand. If flour is too high we can get corn bread. If pork is too high, we can eat beef. A little man said to the larger one, "God make us unequal, but Captain Colt came later and put us upon an equality." In my opinion the manufacturer can have prices maintained only to a limited degree and if the manufacturer who told you that he had sold more of one article to a Catalogue House in one year than he had to the jobbers in twenty previous years, prefers that medium of selling his products, he should by all means confine his sales to the Catalogue Houses, and if he fears to refuse to sell the Catalogue House, because the Catalogue House threatens to manufacture, he is wrong, from the fact that if he refuses at any future time to sell them the article at their price, they will begin to manufacture anyway. The probabilities are that the jobbers reasons for not selling more of that article were that it had little merit and cheap price, a big looker and little value, a thing that most Catalogue Houses are looking for. If the Catalogue Houses are more powerful than all the manufacturers, jobbers and retailers in this country combined we might as well quit and all vote for the Parcels Post bill and begin to order our daily bread from the Catalogue Houses by mail."

* * *

A prominent association official, who for reasons wishes his name withheld, writes as follows: "I have read with great interest the article which appeared in the last issue of HARDWARE, on "Maintaining the Price," and feel that a full discussion of this subject through your columns will be helpful to all branches of the trade. Unrestricted competition leads in many cases to a gradual lowering of the prices to such an extent, that interest is lost by those whose attention it is absolutely essential to hold to the utmost extent, if the commodity is to be properly marketed. If any good article is wanted by the consumer, the retailer will buy, when the opportunity is presented. There must, however, be a desire on the part of the consumer to be possessed of the article, in order that it may be put into consumption. How is this desire on the part of the consumer to be satisfied, if when he goes to the storekeeper, the article is not to be found in his stock? The same motive which actuates the consumer to call for the goods, induces the retailer to place them in his stock, namely: "Want." But why should the retailer want the article in question? The answer is very simple. He wants to carry the same, because in supplying the wants of consumers he makes a profit. Now, if through competition of the Catalogue House, the retailer is placed in a position where he cannot make a profit on the article in question, he does not "want" tha goods, and the craving of the consumer cannot be satisfied. Assume that the consumer wants the goods, and the retailer finds that he has a desire to sell the goods to the consumer, is it not essential that he should be in a position where his wants can be quickly supplied through the jobbing trade? But if the jobber has found that through unrestricted competition the price has been brought to such a low level that he cannot make a profit on the line in question, then the retailers' wants cannot be supplied by the jobber. What is the result? In thousands of instances, the product of the manufacturer remains unsold. If it is important that those who produce goods should make them in such a way as to be pleasing to the consuming public, is it not equally as important that those who produce the goods should see to it that the retail merchant as well as the jobber shall have an active and earnest interest in the distribution of them? I therefore believe that

A MANUFACTURER WHO WILL PROTECT

the price on his goods, so that those who handle them are assured a proper margin of profit, will find that the consumption of the same will increase, while the manufacturer who is indifferent as to whether the retailer or jobber make any profit or not, will find that his goods will not be called for. In your article you seem to lay great stress on the fact that the catalogue houses may become manufacturers. I really feel that the American manufacturers need give themselves very little anxiety on this subject. It is true one of the prominent catalogue houses has gone into the manufacture of stoves and buggies, either directly or by agreeing to take the output of a certain small factory. Necessarily, a manufacturing plant being compelled to distribute its entire product through one house, will find a serious difficulty in producing goods in quantities which will be sufficiently large to reduce the cost of production to a minimum basis. Further, you must realize that it is not every man who knows how to sell goods who has the ability to successfully manufacture them. Another point which must be considered is that the catalogue houses have not unlimited capital and it would take a score of millions of dollars to enter into the manufacture of any small portion of the goods which they are illustrating. Therefore, I do not believe that the manufacturers need be exercised on this point.

* * *

W. A. Church, President of the Connecticut Association writes: "Answering your letter of the 10th would say that I have carefully read the article on maintaining prices, and find it full of interest. The writer has treated the subject in a broad and comprehensive manner and in my opinion with the utmost fairness. The problem of dealing with Catalogue House Competition is a very complex one, and I am frank to admit that I do not see any practical way to eliminate the evil. Doubtless something may be accomplished by concerted action to minimize the danger of this kind of competition, but that it will ever be entirely eliminated, I very much doubt. The Catalogue House I fear is here to stay. They are strong financially, splendidly organized, and full of fight. Our Hardware organizations will, I believe, in time be able to check them at many points and make their road a hard one to travel, but I doubt very much that they will ever cease to be a dangerous competitor. The suggestion that manufacturers be induced to maintain prices thereby giving the Catalogue

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House no advantage over other buyers is all right when the manufacturer is in a position to maintain his stand, and would doubtless work well in some lines, but an attempt to apply this policy in a general way would in my opinion simply force the Catalogue House to become a manufacturer of his own goods. It is true that they would hardly be in a position to make all the lines that they stock and sell.

THIS WEAK SPOT IN THEIR ARMOR

will enable our organization to circumscribe the danger of their competition. I believe that the average manufacturer is friendly to the dealer, and that he will in most cases be found ready to co-operate with him for mutual benefit, when he can do so without actual jeopardy to his business, but there is a limit beyond which he cannot be expected to go. His position in relation to this trying controversy is a very difficult one, and his co-operation should be sought with some regard to the safety of his business. Personally I do not believe that any permanent good is to be gained by an attempt to maintain prices on all lines, neither am I wise enough to suggest any practical policy for dealing with the question, I believe however that ultimately our organizations will be able to work out a policy that will meet this form of competition."

* * *

Another leading association man asks us to withhold his name, much to our regret. His letter is as follows:

"Recent court decisions give the seller an undeniable right to regulate the re-selling price on their product. Demoralizing cut prices injures any line of goods and the manufacturer owes it to himself and to his other customers to take arbitrary measures to discipline any offending parties. When a manufacturer arranges a line of prices which affords a fair profit to the jobber and protects the retailer he should be supported in his good work. Local associations can depend upon the manufacturers' help in many lines which they control. Where dealers have little regard for their competitors they will listen to the manufacturers from whom they draw their supply. Maintaining of prices is an up-to-date way of getting proper returns for the strenuous work involved in doing business to-day."

* * *

The secretary of the Wisconsin Association, C. A. Peck, gives his views briefly in the following letter:

"In reply to yours of the 10th inst. I would say that I think your article in February 10th number on maintaining prices covers pretty nearly the whole ground, yet I think it is a question for each manufacturer to settle for himself, whether he prefers to market his product through Catalogue Houses or legitimate trade. I look hopefully forward to the time (and judging by the past, it is not far ahead) when he will have that query to meet. Loyalty to the principal of dealing with your friends, instead of your enemies, is growing and the interest in, and wonderful growth of the several State Associations show this to my mind very plainly. I understand that ten per cent. of the Hardware is sold by Catalogue Houses and ninety per cent. by the regular dealer, and with sufficient loyalty inculcated into our membership, it will go a long way towards making large Catalogue House orders less attractive."

* * *

The New York State dealer who wrote the following, evidently believes that "All things come to him who hustles while he waits."

"I believe that any attempt to maintain selling prices (except in isolated cases) would be futile, and that the Hardware trade can ill afford to be too insistent in its attitude toward manufacturers who sell mail order houses. I think most of us are too much inclined to be like the dog in the manger—

WE DON'T HUSTLE TO GET BUSINESS

and we howl when the other fellow gets it. The agitation on this subject, however, is beneficial because it is awakening Hardware dealers to the fact that the way to sell goods is to hustle for business. We have passed the stage when it will come to us by waiting."

* * *

From W. H. Underwood, Secretary of the New Hampshire Association, comes the following:

"I have your letter of the 10th. Your article in the HARDWARE is interesting to me. I believe in the maintenance of prices made by manufacturers as far as possible. I know the policy is repugnant to many merchants, who have paid their good money for goods and claim an indisputable right to sell their property at such a price as they please, but on patented articles or goods sold as brands that have a special value from the efforts manufacturers have made by advertising or otherwise, they have a deep interest that their goods should be placed with the consumer in a way that will not be detrimental to the continuance of their value, he owes this to himself and to the middle man, who will not always help himself."

* * *

O. J. Darling, secretary of the Detroit & Suburban Retail Hardware Dealers' Association, handles the subject in a masterful manner in his letter which reads, in part, as follows:

"That prices must be maintained if the small retailer expects to live in the future is sure, but the way to best accomplish this is a question. This I believe can only be done by the manufacturer. As retailers I believe we have the right to and should demand of the manufacturer that he see to it that the prices on his goods are not cut below a fair living profit, as he is in a position to do more along this line than both the retailer and jobber combined. It has been carefully estimated and asserted as a fact that legitimate Hardware dealers sell over ninety per cent. of the Hardware sold in this country, yet while the Catalogue Houses and Department Stores are selling the remaining ten per cent., they by the cut rate quotations of standard goods are succeeding in demoralizing both the prices and business of the retailer. If this is a fact and such I think you will find it, haven't we as retailers who are handling ninety per cent. of their goods, the right to demand of them that they see to it that the prices are maintained, or refuse to sell those houses who are cutting the price any more goods. It is impossible for the retailer to maintain the price without the support of the jobber and manufacturer. It matters not how perfect our Hardware Associations may be, or how much we may desire to keep up the price to a living profit, we do not and

CANNOT CONTROL THE SELLING PRICE

of Hardware that is sold by the Catalogue Houses and Department Stores without the support of the manufacturer and jobber. That this can be done we are sure is agreed upon by all who have given the matter any attention or investigation, as we have firms who have been doing it for years and it has proven of great benefit to them as well as to the retailer. It may be true as some manufacturer has stated that if they did not sell the Catalogue Houses the goods, that they would soon be making them in their own factory, but I am sure that you will find that this will be a rare exception instead of the rule, as there is scarcely an article sold by any one house in large enough numbers to warrant the establishing of a plant or factory for the making of the same, and even allowing that this might be done, in some cases the goods at the best would only be substitutes which in time the people would refuse to accept for the standard makes. The little any manufacturer would likely lose in this way will be more than repaid by the increased sales of the retailer who by having a fair margin of profit on standard makes, will feel inclined to push the sales of those goods, which he will not do if the margin of profit is so small that it does not pay him for the time spent in doing so. It is human nature to sell the goods that bring the best returns. You often hear a manufacturer say that it is unjust to ask them to attempt to dictate to their customers as to what they shall sell their goods for, as that is a matter that they have no right to interfere in. This may seem unjust if the facts of the case are not taken into consideration, but when we remember that the houses that are doing the cutting are only selling a small portion of the entire amount of goods sold, but by buying these goods in large orders at a time, are given such a low price by the manufacturer that they are able to undersell all of the retail dealers, it is not unjust to ask of the manufacturers to either compel those houses to maintain a fair price, or to give the retailer a price that will enable him to meet this competition on equal grounds. It is true that some of the jobbers are selling the Department Stores and Catalogue Houses at a much less price than they are giving the regular retail dealer, who is a steady customer. This they excuse with the plea that they buy in

LARGER ORDERS THAN THE RETAILER.

Such may be true if you compare a single order of the Hardware dealer with that of these houses. This method of doing business is on a par with that indulged in by several jobbers of selling goods at retail, at wholesale prices to the consumer of the city in which they are doing business and then expecting the support of the local dealers. I am well aware that all retail dealers are not angels and that some of them do cut prices, but they are not in a position to do great harm or to affect any but in the small locality in which they are doing business, and when the necessity for meeting outside competition is removed, this practice will stop. In closing I would like to say that too much credit and support cannot be given the firms who have loyally consented to the request of the retail dealers, and are now doing all within their power to put a stop to this unjust practice. It is up to the retailer to show these manufacturers that we are grateful for this loyal support by pushing the sales of the goods made by them with all the energy possible, and I am sure that they will feel well paid for trouble."

* * *

Among the letters received from manufacturers on this question are the following:

From the Ithaca Gun Company, Ithaca, N. Y.:

"In reply to yours of the 10th inst. would say that we have carefully read the article in your issue of February 10th, on "Maintaining the Price," and we think you have the right idea in regard to selling Catalogue Houses. We have studied the question carefully, and only a few weeks ago we were informed by one of the large catalogue houses that one of the prominent rifle makers of the East had refused to sell them; that they had been maintaining prices on those goods, but that in view of the fact that they could not buy them from the factory, they had already purchased from other parties a three years' supply of these goods and were about to cut prices on them, in fact sell them at very near cost. We were told of another instance where a shot gun manufacturer had refused to sell a catalogue house and were informed that at the same time the catalogue house were able to buy the goods in a roundabout way and expected to

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slaughter prices on that line. On account of one Western Catalogue House being unable to get what they wanted in the gun line, they have been making guns themselves in a very large way and selling them at a price which the dealer cannot meet on this or any other line. We cannot see how any of these moves have benefited the manufacturer. It is very plain to us that the dealer whom you try to protect and whom every manufacturer should protect, has been injured, and our solution of the problem, has been this. We sell a very few of the catalogue houses, using a rebate system, so we usually have from $500 to $1,000 of their money which we agree to refund only in case prices are maintained, which we dictate. We frequently send letters from consumers to see if prices are being maintained, and we have had no trouble in holding the catalogue houses to prices, which enables the small dealer to meet prices and make a handsome profit. This will be our policy until we discover a better one, and we are always open, in fact, anxious for suggestions through your valuable paper or any of its readers."

* * *

From the Carpenter-Morton Company, Boston:

"Replying to your favor of the 10th inst., I have read your article on maintaining the price. It seems to me that the case of the Catalogue House that purchased a factory and went to making a certain article because the manufacturer of that article would not allow them to cut the price, is a very exceptional one. If a manufacturer should cite this case I should feel that he was seeking to justify himself for selling to concerns who buy with the avowed intention of cutting the price. The manufacturer who does not use every effort to have the price of his product maintained is certainly

STANDING IN HIS OWN LIGHT.

Nearly all wholesale houses employ their salesmen on a salary and commission basis. In our business, which is both manufacturing and jobbing, I have often noticed the sales of some one article drop off and upon inquiry, find that the salesmen are not pushing the sale on that article because the price has been cut to such a degree that they feel they can put in their time to better advantage in other ways. Now, very few articles can retain their hold upon the market unless the salesmen keep a pushing. One house with a cut price cannot sell the amount that could be disposed of were all houses (in the line to which the article belongs) pushing the sale which they are certainly likely to do if the price is maintained. Trade agreements, or understandings between manufacturers and dealers, to maintain a price, are absolutely necessary, without them the wholesaler would be obliged to reduce his expenses to such a point that he could not pay living wages to his clerks and salesmen. These agreements protect the store employee much the same as the Labor Union protects the mechanic. They are made necessary by present business conditions."

* * *

From the Sherwin-Williams Co., Cleveland, Ohio:

Regarding our own stand on this question, we would say that we consider the maintenance of price to be probably the most essential factor of our success in business. It has never been the policy of this company to cater to the price cutter in any way, in fact, we have on a number of occasions taken our line entirely away from a dealer who had insisted upon reducing the selling price below a figure which would allow him a reasonable profit. From the manufacturer's standpoint, we look upon it in this way: That just as soon as a price reduction is made, a quality reduction usually follows. The quality reduction causes dissatisfaction with the trade. To smooth over this dissatisfaction, the natural course is a still further cut in price. This probably brings us back again to another reduction of quality, and in this See-Sawing manner business may be brought to the lowest possible level. It is a very difficult matter to build up a business to a profitable basis after a reputation for poor quality has once been made. From the standpoint of the dealer: It seems to us that

THE MERCHANT WHO CUTS PRICES

below the point allowing him a fair profit shows a lack of judgment which must eventually materially effect his success. Just as soon as a business man places his stock for sale and "hangs out his shingle" as we might say, he announces that he expects to make a fair profit on everything he sells. His fellow townsmen know that he is not in business for pleasure and they would be the first ones to criticise his good judgment if they actually knew that he might be selling goods at cost or even lower as some price cutters do. In summing the entire question, we can only say that maintenance of price and maintenance of quality go hand in hand. A cheap price is bound to bring cheap quality."

* * *

From the Gibford Manufacturing Co., Adrian, Mich.:

"We have always been great believers in the maintaining of prices by the jobbing trade and in fact it seems to be the only salvation for the retailer and customers being assured that they are getting a first class article of manufacture, whether it is in Razor Strops or in any other line of business. It largely remains with the manufacturer to produce the goods which will command a fair price or an article which is sold at almost any price the manufacturer can get. We have had little or no trouble regarding the maintaining of prices by the jobbing trade on our line of razor strops but we believe in having an established price for the sale of our product to the retail trade for several reasons. The most particular reason would be, if one jobber would ask more for any pattern of razor strop which we manufacture, than the other fellow, it would certainly cut our sales in that direction, because his prices would be too high; on the other hand should his competitor offer the goods at a lower price than they should be sold for, it only disgusts the other jobbers and the result is they feel very much inclined to drop our line of goods.

LEGAL CORRESPONDENCE.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

Promissory Note—Remedy.

QUESTION: I have had an account against one of my customers and he gave me a promissory note, with interest, in settlement of the account, which I placed in the bank (The bank didn't discount it, but held it for collection for me) the note came due and my customer said he didn't have the money to meet it, but would pay fifteen ($15.00) dollars on it and for me to lift the note (he thought the bank had discounted it) and he would settle the balance in a short time. He has failed to do that and I have written him a number of letters and tried every method I know to obtain the money, but it is without avail. I understand the party has nothing in his name, but thought maybe there was some catch in the law that we could make him come to time.

REPLY: Your only remedy is to bring an action against your customer on the note. We see in the facts as you state them, nothing more than a promise to pay the balance of the note. This, even if unperformed, does not constitute false pretenses or form the basis for any criminal liability. We think an action at law against the customer on the note is your only available remedy.

House Owner—Liability for Falling Snow and Ice.

QUESTION: A party owns a dwelling house with slanting roof. After a snow storm a part of the snow that had accumulated on the roof, slid off, and damaged the windows of a neighboring house. Is the owner of the house from whose roof the snow was precipitated, liable for the damage to his neighbor's windows, and can he be sued and a judgment be obtained therefor?

REPLY: We think the liability of the owner of the house from whose roof the snow was precipitated is clear. While a person may erect a building upon the line of his land, yet he is bound at his peril to do it in such a manner that the water or snow and ice from its roof shall not fall upon his neighbor's land or buildings. This has been the law for centuries. Thus in an English case decided three hundred years ago, it is said: "A man shall have an assize of nuisance for building a house higher than his house and so near that the rain which falleth upon that house, falleth upon the plaintiff's house." This liability does not depend upon negligence. It is of no avail to the house owner to show that the building was of usual construction and that the inconvenience complained of was one which with such a roof as his, nothing could prevent or guard against. As was said by the Court of Appeals in a recent case: "He must at his peril keep the ice or the snow that collects upon his roof within his own limits; and is responsible for all damages, if the shape of his roof is such as to throw them upon his neighbor's land, in the same manner as he would be if he threw them there himself." (Davis vs. Niagara Falls Power Co., 171 N. Y. 336).

Employer's Liability—Defective Machinery.

In the case of Buey's Administratrix vs. Chess & Wymond Company, recently decided by the Kentucky Court of Appeals, it appeared that the plaintiff's intestate, who was employed by the defendant company, told the foreman that his machine was out of level, and needed new appliances; that he made the repairs the night before the accident, and that when he went to oil the machine he took precaution to keep the belt from running over on another pulley, so that it would not be started. The court held in this case that it is the duty of an employer to furnish an employee with reasonably safe machinery for his work, not that such machinery may not be dangerous in its use even when it is properly used, but that it must be in reasonably fit condition for the use in which it is employed and must be kept in reasonable repair, and that the employee is not bound to increase the hazard of his employment by working at machinery or with tools to unfit condition, but that where he knows of the danger and continues without complaint, or without bringing it to the employer's attention, he assumes for the time the increased hazard in addition to the ordinary risks of his employment.

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CONNECTICUT STATE RETAIL HARDWARE DEALERS' ASSOCIATION.

The Second Annual Convention of the Connecticut State Retail Hardware Dealers' Association was held at Hartford on Tuesday, March 7th. The sessions were held at the Hotel Hartford.

The lateness at which the morning trains arrived delayed the arrival of the delegates so much that the association was not called to order before noon. It was suggested by Mr. Church that two or three days had better be given to these annual meetings, and this will probably be the rule in future.

President Church, in calling the meeting to order, congratulated the association on the work that has been accomplished and the influence exerted directly and indirectly during the past year. Secretary James De F. Phelps, Windsor Locks, read his report of the year, and it was accepted, together with that of the treasurer, Lewis B. Crosby, New London.

NEW OFFICERS.

The following Committee on Nominations was appointed by the chair to bring in a list of officers for the ensuing year: H. T. Clark, J. J. Lyon, F. T. Terry, George J. Bassett, Eli C. Birdsey. The committee presented the following list of officers, who were unanimously elected:



CHARLES G. AGARD, PRESIDENT.

President, Charles G. Agard, Torrington; First Vice-President, George J. Bassett, New Haven; Second Vice-President, Irving C. Treat, Hartford; Secretary, James De F. Phelps, Windsor Locks; Treasurer, Lewis B. Crosby, New London; Directors for three years, W. A. Church, Derby; Eli C. Birdsey, Meriden; D. B. Wilson, Waterbury; A. W. Davenport, Stamford.

On motion of A. H. Abbe a vote of thanks was extended Mr. Church, the retiring president, and on motion of Mr. Church a similar vote was passed in appreciation of the work accomplished by Secretary Phelps.

HARDWARE MUTUAL FIRE INSURANCE.

Mr. Birdsey, as chairman of the Committee on Insurance, repeated, on request, something of the report read at the summer meeting on Hardware mutual fire insurance, and A. H. Abbe joined him in warm indorsement of the economy and safety of those institutions.

D. N. Clark, I. C. Treat and A. H. Bishel were appointed the Auditing Committee for the year.

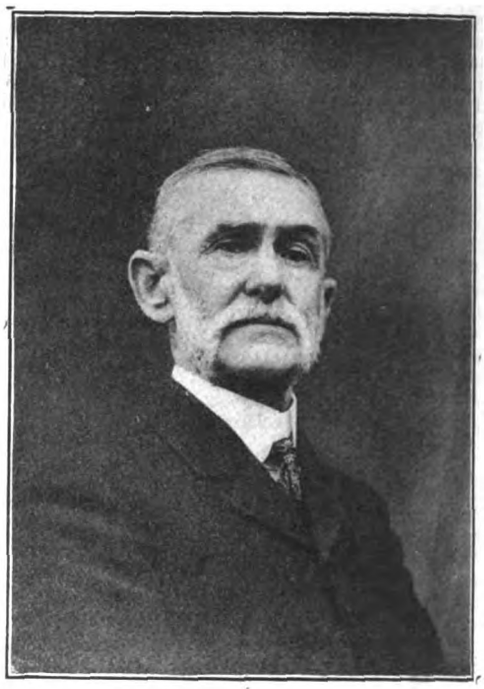
A resolution was introduced by Mr. Abbe, and unanimously adopted, protesting against the passage of a bill which he stated had received favorable action in committee, lessening the responsibilities of common carriers for merchandise in Connecticut. The resolution follows:

Resolved, That the Connecticut State Retail Hardware Dealers' Association protest against the passage by the Connecticut Legislature of any measure relieving common carriers from responsibility from danger or loss of merchandise while in transit, and that the chair appoint a committee of two to co-operate with the State Business Men's Association and the State Board of Trade in appearing before the legislative committee in opposition to such legislation.

President Agard appointed L. L. Rosenberg and G. I. Clapp to act with the secretary in this matter.

THE SIZE OF CATALOGUES.

George J. Bassett spoke of the inconvenience resulting from the wide variation in size of catalogues ranging from the size of a small card to that of a standard dictionary. He agreed that the large catalogues could not take the standard size, but considered that manufacturers generally would do a great kindness



W. A. CHURCH, EX-PRESIDENT.

to the trade by adopting a uniform size. He presented the following motion, which was accepted:

Voted, That this association is in favor of a uniform size, approximately 6 by 9 inches, for all unbound Hardware catalogues, and that we recommend this size to all Hardware manufacturers through the columns of the trade journals, and that this recommendation be also sent to the National Hardware Association and the National Retail Hardware Dealers' Association.



GEORGE J. BASSETT, FIRST VICE-PRESIDENT.

PARCELS POST.

The matter of proposed changes in the postal laws was briefly touched upon by L. L. Rosenberg and A. H. Abbe. The latter spoke of the fallacy contained in the prevailing idea that a saving in postal charges to retail merchants would be an important one when as a matter of fact, a change in existing laws to ac-

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complish such saving would mean great loss through catalogue house competition everywhere. As a result of the brief discussion Connecticut Senators and Congressmen will undoubtedly be informed of the association's stand in the matter.

Dinner was served at 1:30 o'clock, after which there were brief remarks by Mr. Church and a talk by R. U. Conger of the Sheldon School of Scientific Salesmanship, on "Salesmanship as an Applied Science."

BUSINESS IN AND AROUND THE HUB—OUTLOOK GOOD—TRADE ACTIVE.

Business in Builders' Hardware in and about Boston is good—Spring season, although somewhat backward, is bringing the usual demand for building materials and the outlook for Summer trade is even better than a year ago. The winter all through New England has been of the old fashioned "snug" kind, with a very severe January and February; this, of course, has somewhat tied up country trade, and country collections have been rather slow.

One of Boston's best retail Hardware stores is that of Chandler & Barber on Summer Street. The store has been re-modeled during the Winter and a new front been put in, making the entire store very light and bright and adding much to the general appearance. In speaking of business conditions M. A Chandler said: "Our business is constantly enlarging, and we are looking closely after the builders' trade—also are adding new lines of goods, which we find pay well. One of the best paying side lines recently put in is fishing tackle. It is a line that is especially adopted to the Hardware store and has been found most satisfactory." D. F. Barber of the firm is secretary of the New England Builders' Association and is one of the best posted Builders' Hardwaremen in the East.

Another of the up-to-date Hardware stores on Summer Street is that of J. B. Hunter & Co. For many years Hunter & Co. have been located at 60 Summer Street and have built up a good business in general Hardware and make a specialty of fine cutlery and tools.

Joseph D. Jewett of the J. D. Jewett Company, when seen by your correspondent, said that business was good. This concern carry a large line of Builders' and general Hardware as well as machinists' fine tools and electrical goods. The store is large, facing on Washington Street and running through to Devonshire Street.

Another progressive retail Hardware concerns is S. H. Davis & Company, with store located at corner Portland and Sudbury Streets. A big line of mechanics' tools is carried and a large business is being done in electrical supplies. The arrangement of Davis & Company store is especially good—double plate glass show cases around the sides as well as in the middle of the store—and solid shelving from the floor to the ceiling.

Builders' Hardware is the special business of H. M. Sanders & Company, located at 27 Eliot Street, although a good business is also carried on in paints and oils. Cutlery and sporting goods are also being pushed and a large trade is being developed in this department under the management of Mr. Graves.

In referring to business conditions Mr. Lotts of the firm of Allen & Lotts, 169 Summer Street, said: "Our business is largely in antique and colonial furniture trimmings, which goods we manufacture and sell throughout the Eastern States. In handles alone we have constantly in stock over 200 varieties. Lately we have been doing a large business in trimmings for hall clocks and find a steady demand for these brasses." A complete catalogue is issued of these specialties and this end of the business is followed up closely by Allen & Lotts. A good business at retail is also carried on in general Hardware and cutlery.

An attractive store is that of Burditt & Williams Company, located at 4 High Street, at the junction of Summer Street, in the very heart of the business section of Boston. The Burditt & Williams Company make a specialty of fancy Hardware and have the goods exceedingly well displayed.

Making a special leader of automobile and electrical supplies A. J. Wilkinson & Company at 180 Washington Street are doing a large retail business in these lines as well as general Hardware and tools. The store is well stocked and goods are well displayed.

One of the oldest established retail Hardware and cutlery stores on Washington Street, is that of George Saunders & Company. For many years this firm have had the cream of the business in fine cutlery and tools. If a man wants a good razor "he goes to Saunders," which saying is proven to be true.

Among the wholesales of Boston few changes have taken place during the past year. Baldwin Robbins & Company are still pushing forward and now have salesmen reaching out for trade in New York State. This concern work all of New England very closely and cover much of their trade every three weeks.

Another exclusively wholesale Hardware concern is Frye, Phipps & Co., with stores and warehouses at 23 and 25 Pearl Street. This is one of Boston's oldest Hardware houses, the business having been established away back in the days of the war of 1812. The concern, however, is up-to-date in its business methods and A. M. Wiley said Spring trade was coming on in good shape.

Closely identified with the Hardware trade is the business of the Iver Johnson Sporting Goods Company, operating stores in Boston, Worcester and Fitchburg. In all these stores complete lines of sporting goods are carried, including guns and gun goods. It is interesting to note the increased demand that has been made for the Iver Johnson Safety Revolver since the manufacturers of this splendid fire-arm began their campaign of advertising. When a man thinks of a revolver now, he is apt to carry in his mind this one which is so well advertised, "Hammer the Hammer."

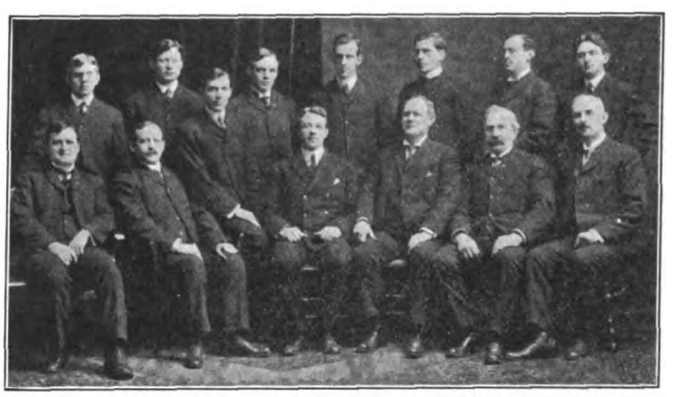
A leader among the up-to-date New England concerns is the Fitchburg Hardware Co., of Fitchburg. This concern is constantly pushing out to enlarge its field, and is now recognized as one of the leading Hardware jobbers of New England—and in some lines handling larger quantities of goods than any one Boston jobber. Robert D. Gould, who is the treasurer of the concern, said that business was very satisfactory, and the outlook good for Summer trade.

From interviews with many of the leading Hardwaremen of New England your correspondent cannot but see better business ahead. The advancing prices in many lines of Hardware is having a good effect on buyers and this general upward tendency is restoring confidence all along the line. Most of the New England mills are running full time and labor is being well paid.

HAMMERNAIL.

A STAFF OF HUSTLERS.

"Hustle for business" is indelibly stamped on the countenance of each of the fourteen men in the accompanying illustration. who make up the outside force of The Buffalo Wholesale Hard-



ware Co., Buffalo, N. Y. This firm started two years ago with six men and have increased their force to fourteen, a good indication of the success this concern has met with. They sell at wholesale only.

THE KLIP KLIP.

The Klip Klip Co., Rochester, N. Y., are introducing to the trade an article that is immensely popular and forms an admirable addition to the Hardwareman's stock of novelties. It is a combination of nail cutter, cleaner and manicure file, and is shown full size in the engraving herewith. It is made of solid German



KLIP KLIP.

silver, which does not rust or tarnish, and will be found the handiest appliance to trim around the corners and prevent the annoyance of hang nails. The makers are good advertisers, thereby greatly assisting the dealers in the disposition of it, and urge dealers who are unfamiliar with selling merits to send them a trial order.

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SALESMANSHIP AS AN APPLIED SCIENCE

BY R. U. CONGER,

of the Sheldon School of Scientific Salesmanship, Chicago, Ill.

Socrates once said that any man was eloquent upon a subject with which he was thoroughly familiar. I have had an introduction to this subject and have had an opportunity to become very well acquainted with it, and therefore, gentlemen, if I am not eloquent to-night you must blame Socrates, and not Conger.

Aside from a few small classes there are but two methods of earning a living—acquiring or accumulating wealth; one through the production of commodities, and the other through the distribution. The producer must distribute his product and therefore, in analysis, we are all distributors—all salesmen.

Success in business life, as it is to-day carried on, is entirely a matter of trade—the exchange of products at a profit. Permanent and increasing success is not a matter of luck or chance. It is governed by natural laws—laws that are immutable and unchangeable. Methods of application change, but the laws never. A correlation of these laws constitutes a science of business life.



R. U. CONGER.

Authorities are agreed upon the definition of the word science. Simply organized knowledge, pertaining to any branch of thought or industry, constitutes a science.

The world is a little confused as to the distinction in the meanings between the words "science" and "art."

We practice the art of music when we seat ourselves at a piano, but underlying that art of music, is the science of harmony, and that science of harmony underlies the art of playing all instruments—violin, guitar, mandolin, flute and every other instrument, just as the science of salesmanship underlies the selling of all things, railroads, ribbons, rifles or anything else. In other words, the knowledge pertaining to the laws of sale, to the truths, principles, pertaining thereto, when correlated, systematized, and logically arranged, become the science of salesmanship. All knowledge is not scientific—knowledge becomes scientific only when it is organized. Before we had any such a science as chemistry, we had a mass of chaotic facts, truths and principles pertaining to the vital properties of existing matter, known as alchemy, but when these facts, truths and principles were correlated, systematized and logically arranged, they became the science of chemistry. This same evolution has taken place in the formation of every science.

I wish to present to your minds, an analysis which will evidence the classification of knowledge pertaining to trade, upon which a basic science has been formulated. We will begin this analysis with its object: Success is that object, and this success rests upon trade. Trade, in turn rests upon confidence.

The individual must have the confidence of the individual buyer, and the business house must have the confidence of the buying public. Even our banking relations are based upon confidence.

Why was it that Marshall, Field & Company sold over a half a million dollars worth of goods on the Monday before Christmas? It was because they had the confidence of the Chicago people that they sold honest goods, and that they would have the fairest kind of a business relationship with the company in buying from them.

Underlying confidence comes personality. It is through personality that confidence is born. Every individual has a personality; a corporation has personality which is made up of the blending of the personalities of its various employes. Personality rests upon the two foundation stones of character and health, broadly defined. If we improve the character and health we improve the personality. This naturally begets confidence which, eventually, magnetizes trade, and our object—success—is attained.

Character and health stand firmly upon the bed rock of true education, and by true education is meant, the drawing out process of man's latent faculties and qualities, plus the filling in process of useful knowledge—with great emphasis upon the useful. We have endeavored to formulate a system of education for business people, which truly educates—a system of education which is both educative and instructive. Educative by presenting the world with a science of character building, and instructive by presenting it with the organized knowledge which makes men able to meet, successfully, the ever arising conditions which confront them daily.

In the intensity of competition, with its ever increasing concessions, rebates and narrowing margins of profit, there is a loud call for every man at the beginning of this Twentieth Century to make himself "genuinely fit" and the beginning of education should, unquestionably, be eductive.

It is a fact that if you make the man right business will be right. It is a fact also that men are made all right and that all that is necessary is to bring out the almighty allrightness, yet I realize that this is a very simple thing to say and a very difficult thing of accomplishment. It is impossible for any man to make another man right. He can only help that man to improve himself. He can show him, by introspection, analysis and comparison, how to find out for himself, what his lame-side, his weak spots, his negative qualities are which, in a way that he either does not understand or has never measured, now prevent him doing the fullest justice to himself.

Pope said: "The proper study of mankind, is man."

When it comes to studying man the only one of whom we know very much and whom we can study properly is oneself. In this case we have sound premises to study from and can draw correct conclusions.

I occasionally have sessions with Conger, and I have found that the only thing I could do with him, was to begin by analyzing him, and we lend ourselves easily to this analysis.

In the first place we can divide ourselves into three parts, our bodies, our minds and our souls. You can call the last the subconscious side of the mind, if you prefer, but there is something which is absolutely independent of reason and judgment, and the soul is as good a name, and possibly a little better, than any other. Of course from a physical sense, our bodies are made up of blood, bones and tissues, but, in an abstract sense, are all made up of faculties and qualities. Our minds have the faculties of reason and judgment; our bodies health and strength and vigor; our sub-conscious side—the soul—love, in the sense of brotherly kindness, loyalty, honesty, patriotism and many other qualities.

There is a quality which runs all through nature. We have the positive of heat, with its negative cold; positive light, with its negative darkness, and this duality runs all through these faculties and qualities. Our minds have the positive of reason, with its negative irrationalism, positive judgment with its negative injudiciousness. Our bodies the positive health and negative sickness, positive strength, negative weakness. Our souls have the positive love with its negative hate, positive loyalty, negative disloyalty, positive intuition and negative obtuseness, and so on.

Now if we will only be honest with ourselves, if we will only get away from the sin of self-justification, we will find we have many of these negative qualities, as well as the positive ones, and

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we will find, also, that these negative qualities are our weak spots; they are the things which hinder power.

In an abstract sense salesmanship is the power to persuade others, and if we would develop this power to persuade people we must eradicate the negative qualities from our make-up and build up and develop the positive ones.

We must develop a great power plant of sterling character. A man will succeed who has some of the positive qualities developed to a marked degree, and it is the marked-degree conditions which count. It is this which makes him stand out in front of the other man. I know that men succeed who have some of the negatives developed to a marked extent, yet they succeed not because of this fact, but absolutely in spite of it.

You have all known men who have had some of the negative qualities, such as intemperance or licentiousness developed to a marked degree, who were successful men, yet you will agree with me, they succeeded not because, or on account of their licentiousness or intemperance, but absolutely in spite of them.

It is possible to develop every one of these positive qualities, and develop them to a very high degree, just as we can develop the muscles of the arm, by exercise. If we bind the arm, what happens? It withers and becomes useless. That within us which we do not use becomes dead for all practical purposes.

To give a faint insight into this subject of the science of character building I will be obliged to challenge your attention to the law of suggestion and its application in this connection.

Scientists are well agreed to-day that the mind of man is a dual affair; that it is divided into two distinct parts.

Our objective mind is made up of the knowledge we obtain through our five physical senses. I see you, I know you are present. I hear the street car and I know it is passing, and so on. Then we reason things out by eductive or deductive reasoning and come to definite conclusions. This also makes up a part of our objective mind; thus knowledge, plus reason and judgment, constitutes our objective mind.

The subjective mind is the storehouse of memory and the finer qualities, and faculties, such as love, loyalty, patriotism. It is a scientific fact that the subjective mind is amenable to suggestion, that is, it will obey suggestion from other minds, or from environment, or we can suggest from our own objective to our own subjective mind, and our subjective mind will obey suggestion. This is called auto-suggestion, and it is this auto-suggestion that serves in character building.

If we say to ourselves when we get up in the morning, "I will be more courageous to-day," knowing it to be a scientific statement of fact, that we have the germ of the quality of courage and can develop it, if we say "I will be more loyal to-day, more persevering to-day" and then do those little things which require courage, this constant suggestion backed up by constant exercise —we can develop every one of these qualities and develop them in a remarkable manner.

Benjamin Franklin practiced this a great many years ago, undoubtedly without knowing the scientific principle behind it, yet he practiced it and no one will doubt that he built up one of the most magnificent personalities which America ever produced. You are no doubt familiar with the little chart which he began with "honesty," "courage," "loyalty," and so on, which he read over every morning, suggesting to himself that he practice them during the day, and most of you who are familiar with his autobiography, will recall this chart.

The mystery of the greatness of great men, decreases with the nearness of our approach to them, and why? It is simply because in close association we recognize which of these positive qualities they have developed to such an extent that they stand out in front of the other men.

If we will look around us we will find every incentive to man building at a glance in the progress of nature's own work.

When Luther Burbank can make a fadeless rose; when he can make a pear orchard raise two crops of luscious pears a year, instead of one; when he can make a cactus grow without thorns, so that cattle may feed upon it, and the Western deserts become productive; when he can make a pitless plum—all through the application of his knowledge of the laws of vegetable growth, I cannot believe that man should go through life, just as God made him, without any improving growth. It is, therefore, a matter for each of us to consider seriously, if we would progress, and the eductive process of education should be given its full share of our time.

Now then the filling-in process of useful knowledge, or the second process of true education, for business people, should naturally begin with the knowledge of the other man—a knowledge of human nature.

I realize that a great deal of this knowledge of human nature we can derive from the school of experience. One of our greatest living philosophers recently said that Harvard College was all right, Yale College was all right. Columbia College was all right and Knox College was all right, but that in the dear old "college of hard knocks" we got a great deal of this knowledge of human nature, and we were all privileged to take several post graduate courses in that institution.

I do not have very much faith in the long-haired cranks in phrenology and physiogomy, and I doubt if any man would allow us to feel the bumps on his head, to find out what kind of a man we were doing business with, when we went into sell him goods, but there is a great deal which can be learned from a study of basic and decided types, and, as large-headed business men, we can not afford to lay aside the researches of scientific men along these lines. Then, too, the quality of intuition is one which often tells us, though we don't know why, the kind of a man we are dealing with, and this quality of intuition, it is a scientific fact, can be developed to a marked degree.

Many people think that the women have a corner on this commodity, but they have not. Undoubtedly women are more highly developed intuitively than men, but there is a scientific reason for it, and men can just as well be highly developed intuitively, if they will only make the effort. It is a psychological law that the quality of intuition develops in direct proportion with the development of the positive qualities, moral and spiritual. There is no doubt that women are more highly developed morally and spiritually than men, and, naturally, are highly developed, intuitively.

The quality of intuition is a wonderful commercial asset, and its development is well worth the time that is required.

The next step in this filling-in process of useful knowledge, should naturally pertain to that which we have to sell, and science does a great deal for us, in this connection, especially the science of logic. Of course we are all logicians, and the illogical salesman, is of little service to any one. When we stop to think that all in the world which really constitutes logic, is a combination of analysis and synthesis, of mentally dissecting a thing by analysis, mentally picking it to pieces and then putting that analysis together again, all through synthesis, in such a way that it will naturally appeal to the minds of our customers, we realize how simple, and yet how valuable a scientific knowledge of logic is.

We should first analyze that which we have to sell from the standpoint of its salient selling features, so that we know them all, then we can construct our arguments in such a way that they cannot be refuted.

There are only a certain number of reasons why any man should buy any particular thing, but it is possible, through a scientific method of analysis to know them all, and also to have them in our minds in their proper relations to each other.

The next step in this filling-in process should be a study of the mind. Emerson once said: "Not he is great who can change matter, but he who can alter my state of mind." To consciously, understandingly and rightfully influence the mind of the buyer is the great desideratum of every salesman, and it is in the study of psychology that we obtain this influence.

I realize that there is much we will probably never know about this finite mind of ours, but there is much, also, which has been taken out of the category of hypothesis and placed in the columns of demonstrated facts. We have sound premises to build upon.

In this connection I will merely take up one of the laws which will give an insight into the far-reaching nature of this study—the mental law of sale. Has it ever occurred to you that we never any of us acquire anything that our minds do not pass through certain definite processes? As an illustration of this fact. My wife picks up the morning paper; her attention is attracted to a big head line—"BARGAINS"—attention is a mental process. She reads a little ways and takes an interest in it—interest is a mental process. She reads a little farther and desires it. This desire is a third—a little farther and she resolves to possess it, and this resolve to possess is a fourth mental process. Now these may be so rapid in their action that they seem simultaneous, but there is a dividing line, and it is the duty of every salesman to carry his customer's mind through all four of them. Advertising, which is salesmanship by a literary method, very often accomplishes this result, but, as a general rule, it only carries customers through the process of attention and then it is up to the salesman to lead them through the other processes. In retail stores, advertising brings the people into the establishment, and attention is thus secured. Sometimes interest does this. If the customer's mind is already made up and all the salesman has to do is to wrap up the goods and hand it to them, the salesman has merely taken an order, he has not made a sale. If, on the contrary, the salesman should call the attention of the customer to something which he did not intend to buy, and then, by a logical presentation of the value, bring about resolve to buy, the salesman becomes a salesman and not an order taker.

(Concluded in our next issue.)

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NATIONAL RETAIL HARDWARE ASS'N

The Sixth Annual Convention of the National Retail Hardware Association was held at the city of Minneapolis on Tuesday, March 7th and the two succeeding days. The sessions were held at the West Hotel and delegates representing eighteen different associations were present, the rule prevailing that each State association was entitled to two delegates for the first 100 members or less, and one extra delegate for each 100 members additional, seated about seventy delegates in all.

To give the officers time for the collection of credentials and statistics from visiting delegates, the morning session as laid out was eliminated, with the exception of a meeting of the Executive Committee.

TUESDAY AFTERNOON SESSION.

Upon assembling in the afternoon, after calling the roll, the president delivered his report as follows:

President's Address,

by W. P. Bogardus, of Mt. Vernon, Ohio.

Gentlemen of the National Retail Hardware Association: We have gathered once more to consider the conditions that surround us, the



W. P. BOGARDUS, PRESIDENT.

progress we have made, and to lay plans for the future. As the years go by we are confronted with new conditions, and new problems that require from us some solution. To do this wisely and well, means more for our children than for ourselves. And while we may reap a partial benefit from the solving of the questions, we may not expect to reap it all, for those that come after us will get some of the benefit if we solve justly and well.

These new questions that are coming to us for solution are different from what we anticipated when first we helped to organize Hardware associations.

OUR HORIZON HAS BROADENED AND WE SEE FARTHER.

At first, under the galling competition of the catalogue house and department store, we felt that if these nuisances could be abated there would be less to contend with, and we could get on better. But over our horizon comes many more clouds, and the blackest is the effort to get the government to prostitute the Post Office Department to a merchandise carrier, and so help build up the larger store to the detriment of the small country merchant. We had hoped at first to help the merchant of the small town and village to understand the equity and the decent ethics of business; that successful salesmanship was not in cutting prices, but in sharpening wits. That while it is said that goods well bought are half sold, yet if they are sold without a decent profit, it were better that they be not sold at all. And while we are discussing these problems another cloud comes, unseen at first, but growing with years until even the government takes cognizance of it, and public opinion is loud in demanding its abatement. The great railroads are yielding to the temptation to give favors to some that are denied to others, and the big shipper has a very great advantage so that the tendency is to centralization and concentration and the

FAVORS GIVEN THE LARGER SHIPPER

help to throttle legitimate competition, and to place at great disadvantage the small shipper. So as our horizon broadens we must needs look beyond our stores into the world beyond and take up our duties as citizens. For in the proper discharge of our duties as citizens comes back to us the reward, and as merchants we reap the benefit. And so we fight for equity in our treatment from the great railroad systems of the country.

That the railroads shall quit giving rebates; own half their cars, receive their franchises from the government and be inspected by the government, as to their treatment of the public.

That private cars shall not be allowed; that the railroads shall supply the shippers their own cars, and not a private corporation. That railroads should furnish prompt transportation and be responsible for prompt delivery of goods.

* * * * *

He commended the Joint Wholesale and Retail Committee for the valuable work it had done, and gave a resume of the labors and accomplishments of that committee. By the agitation of the catalogue house question particularly and by correspondence and interviews with jobbers and manufacturers the president said that the retail dealer had at last secured recognition of the fact that he was the distributer, that manufacturers and wholesalers of Hardware owed it to the retail dealer that he should be protected and that all retailers should be treated alike.



M. L. COREY, SECRETARY.

The immediate duty before the dealers was that of perfecting their associations and bringing into membership the sleeping ones by awakening them to a sense of their danger. Of equal importance was the organization of local associations and the inculcation of the idea that retailers were in business for a living and not for the purpose of killing each other. Said he: "The new conditions that confront us are pregnant with results for good if we are wise; we have the confidence and help of the jobbers. We have the sympathy and support of the manufacturers. They are represented at this convention by a committee who are here to confer with us. We must show them how thoroughly we appreciate the conditions and how ready we are to do the things that are necessary for our mutual benefit."

* * * * *

This was followed by the

Secretary's Report,

by M. L. Corey, of Argos, Ind., which was a very full and complete report, from which we select the following extracts:

* * * * *

We believe the time has come when we should formulate some system of encouraging and creating public sentiment favoring home enterprise and home buying. Whether this can be most effectively accomplished through the local press, by means of booklets distributed by mail and from our stores, or by both, should be carefully considered at this meeting.

The January *Bulletin* contained a page asking our members to tear it out and hand it to their editor and ask him to start the campaign in his community. We have received fifty or more marked copies of local papers as a result. Merchants in some towns have united in a public declaration over their own signature, saying they would meet the price.

We believe this is an important matter and the decision or consensus of opinion of the delegates here assembled will be of advantage. Should we indorse any publication it will give our members confidence in some and lead to a greater number being distributed. Also advantage in price could most likely be obtained.

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THE PARCELS POST.

The last session of Congress our parcels post friends were very active and succeeded at the last in giving us quite a scare.

Most of you know that while in Washington two years ago we arranged with a party to give us timely notice whenever danger threatened. We had several letters in January stating the advocates of this measure were very active. The Postmaster-General in his report recommended a local domestic parcels post. The plan of consolidating third and fourth class matter was also favored. Under the head of merchandise this would practically reduce the expense of mailing goods one-half.

Bills were introduced in both House and Senate and the Senate finally passed one tacked on the appropriation bill, but this was turned down in the House.

All who have attended our recent convention must have been impressed by the

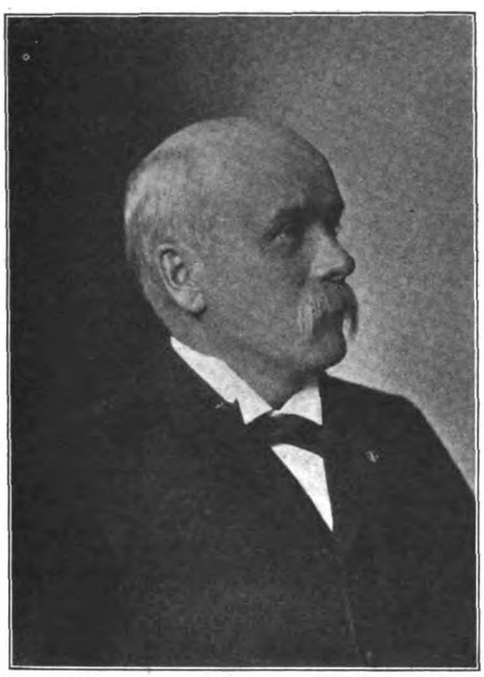
INCREASED NUMBER OF DISPLAYS MADE

by manufacturers and jobbers. The headquarters' hotels have been taxed beyond their capacity in some cases and many complaints were made. Some members fear this will eventually injure our meetings and some manufacturers say they stay away because of this. We have watched this development carefully and fail to see that any harm has been done, but it is already a problem requiring some consideration.

The National Retail Hardware Association has the confidence of the manufacturers and jobbers of the country.

We have increased in size, importance and influence very rapidly. Suppose that we should rent the Coliseum or some large hall in Chicago and hold a national Hardware exposition for one week under the management of our organization, inviting manufacturers of all kindred lines to attend and display their products.

Low rates could be secured, that would bring thousands of dealers.



A. T. STEBBINS, TREASURER.

Our convention could be held during the week. A programme could be carried out. Perhaps the Illinois convention could be held during the time. It would certainly interest any Hardware dealer and give manufacturers a chance to meet their customers and show new products.

I haven't had the time to figure out the details nor consider the objections, but am confident that

SUCH A FEATURE UNDER GOOD MANAGEMENT

would be immensely attractive and successful from a financial view.

I do not believe that this would interfere with the success of any State convention. Every dealer entering the hall could be required to register and a chance thus given to secure his membership. The evenings could allow of public admittance. This is offered as a suggestion for you to think about, and if it looks good a committee could be appointed to investigate and report later on.

In December I had a letter from a large Eastern manufacturer stating that he had tried without success to interest several large jobbers in selling their perfect handle screwdriver—that they were offered a large and attractive order from a catalogue house. They wanted to sell through the jobber and dealer, but under the circumstances what should the manufacturer do? At my suggestion they sent samples to distribute at our State conventions. Whether this will create a demand that will cause the jobber to stock the goods depends entirely upon action taken by our members.

Many manufacturers tell us they first sold catalogue houses because they failed to interest jobbers. Others say they have to go out and first canvass the retailers and thus create a demand and after they do this they might as well continue to sell direct. It is a problem and it is mentioned to give you an idea of how complex such matters are liable to become. Also if any plan for the manufacturer to follow suggests itself as better, we would like to hear of it.

We have at all times endeavored to show good, logical reasons for any request we have made of manufacturers. Sometimes we have had to strongly insist and firmly adhere to disputed points. Notwithstanding this, we are not aware that we have made any enemies for our association. The field is in excellent shape for future effort. Much of the credit for this condition is due our worthy president and counselor, President Bogardus.

The work has been difficult and exacting in the past, but this year has been a deluge. We have not worried him with all our troubles, but I am sure he will admit it was a plenty. His answers have been prompt and his position safe and conservative. Our ideas have harmonized on every important question.

The friendly assistance he has given has made the work lighter, more pleasant and more effective. His administration has been a credit to the retailers' cause and honors the man who has so ably and conscientiously accepted and carried the responsibility.

Committees.

The following committees were appointed:

FINANCE: A. T. Stebbins, Rochester, Minn.; O. E. Lang, Mishawaka, Ind.; F. C. Moys, Boulder, Colo.; C. S. Johnson, Barberton, Ohio; Clark Bloss, Dunkirk, N. Y.

RESOLUTIONS: F. B. McKenney, Rockford, Ill.; H. L. McNamara, Janesville, Wis.; H. S. Vincent, Fort Dodge, Iowa; James De F. Phelps, Windsor Locks, Conn.; C. H. Casey, Jordan, Minn.

INSURANCE: Charles F. Ladner, St. Cloud, Minn.; S. L. Fenner, Terre Haute, Ind.; L. Lindenberg, Dubuque, Iowa.

GRIEVANCE: J. F. Doty, West Liberty, Iowa; J. Frank Barr, Lincoln, Neb.; G. W. Wolbert, Bismarck, N. D.; M. S. Mathews, Minneapolis, Minn.

LEGISLATION: A. R. Sale, Mason City, Iowa; E. H. Ramm, New London, Wis.; J. F. McGuire, St. Paul, Minn.; F. Neudorff, St. Joseph, Mo.

CONSTITUTION AND BY-LAWS: H. J. Hall, Lincoln, Neb.; C. N. Barnes, Grand Forks, N. D.; J. E. O'Brien, Crookston, Minn.; George L. Moore, Brownsville, Pa.; L. Lindenberg, Dubuque, Iowa.

NOMINATIONS: A. N. Shidler, South Bend, Ind.; C. S. Johnson, Barberton, Ohio; J. R. Sower, Frankfort, Ky.; J. E. Digby, McKees Rocks, Pa.; C. N. Barnes, Grand Forks, N. D.

PLANS AND SUGGESTIONS: E. M. Bush, Evansville, Ind.; Charles H. Williams, Streator, Ill.; A. R. Sale, Mason City, Iowa; W. G. Johnston, Oklahoma City, Okla.; H. J. Hall, Lincoln, Neb.; S. R. Miles, Mason City, Iowa; A. H. Abbe, New Britain, Conn.; A. N. Shidler, South Bend, Ind.; Frank A. Bare, Mansfield, Ohio.

TO CONFER WITH JOBBERS: Leon C. Warner, Minneapolis, Minn.; J. R. Sower, Frankfort, Ky.; L. D. Nish, Elgin, Ill.; C. E. Haas, Le Mars, Iowa; T. W. Stevens, Oneonta, N. Y.

TO CONFER WITH MANUFACTURERS: S. R. Miles, Mason City, Iowa; George W. Rockwell, Horseheads, N. Y.; A. J. Scott, Marine City, Mich.; W. L. Hubbard, Scottsburg, Ind.; Frank A. Bare, Mansfield, Ohio.

PLACE OF MEETING: Ralph M. Burtis, Oshkosh, Wis.; H. F. Emery, Fargo, N. D.; Emil Tietgen, Manitowoc, Wis.; Albert De Prez, Shelbyville, Ind.; Charles P. Sherwood, White Plains, N. Y.

The members of the Executive Committee were designated to act as an Auditing Committee.

In the evening the delegates and their friends, nearly 200 in all, were guests of the Commercial Club at dinner. Fred. W. Salisbury, president of the club, delivered an address of welcome, which was happily responded to by President Bogardus. The day's entertainment ended with a theatre party at the Orpheum.

The entertainment of the delegates while in Minneapolis is in the hands of a Joint Committee of Arrangements, consisting of the following members: For the association: W. H. Tomlinson, Le Sueur, Minn.; J. F. McGuire, St. Paul; M. S. Mathews. For the Minneapolis Retail Hardware Association: L. C. Warner, H. O. Roberts, C. F. Stremel, William K. Morrison, Frank S. Lane, Jacob Stoft.

WEDNESDAY MORNING SESSION.

The Wednesday morning session was given up to a discussion of the Parcels Post bill, which was defeated at the last session of Congress, and which is expected to be pushed forward at the present session.

Chicago was decided upon as the next meeting place for the convention.

Addresses were made by C. W. Asbury, of the Enterprise Manufacturing Co., of Pennsylvania, and W. M. Pratt, of the Goodell-Pratt Co., Greenfield, Mass.

The delegates visited St. Paul Thursday morning as the guests of the St. Paul Hardware Association.

On Thursday afternoon the meeting was given over to a visit from the committee representing the National Association of Hardware Jobbers. R. A. Kirk, Maj. Walther, H. Marshall, S. R. Norvell, T. J. Fernley and Mr. Hill formed the committee.

At a meeting of the Executive Committee it was decided to amend the constitution by changing the name of the association from The National Retail Hardware Dealers' Association to the National Retail Hardware Association. It was also decided to amend the constitution by having the Executive Committee composed of the president, the two vice-presidents and six members.

The usual resolutions were reported by the committee appointed.

Insurance Report.

Charles F. Ladner, St. Cloud, Minn., reported as follows in behalf of the Insurance Board:

The National Retail Hardware Dealers' Mutual Fire Insurance Co. was organized through the efforts of the National Retail Hardware Dealers' Association, but the National Retail Hardware Dealers' Association is in nowise responsible either financially or legally for any acts of the insurance company, as the latter is organized and chartered as a separate corporation under the laws of the State of Pennsylvania. We believe that the relations of the association and the in-

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surance company should become closer, and in order to accomplish this we suggest that the president of the National Retail Hardware Association should be elected vice-president of the insurance company and that the officers of the insurance company pay the vice-president such salary as in their judgment will be wise and just for services rendered.

Banquet.

Wednesday evening was devoted to a banquet at the West Hotel, where A. T. Stebbins, acting as toastmaster, introduced the speakers. Speeches were made by D. P. Jones, Mayor of Minneapolis, which was one of welcome, and was responded to by F. C. Moys, of Boulder, Colo.; E. L. Miller, Duluth, Minn., on "The State of Minnesota;" A. H. Abbe, New Britain, Conn., on the "New England Hardware Trade," and on "Hardware from the Viewpoint of the Press," by James Gray; "The Influence of Associations," by H. G. Cormick, Centralia, Ill., and on "Shop," by W. P. Bogardus, president. Impromptu remarks were made by M. L. Corey, Argos, Ind.; H. C. Marshall, Duluth, and Col. Enders, of St. Louis.

Officers.

At the Thursday afternoon session the following officers were elected for the ensuing year:

PRESIDENT—W. P. Bogardus, Mt. Vernon, O.
FIRST VICE-PRESIDENT—E. M. Bush, Evansville, Ind.
SECOND VICE-PRESIDENT—H. F. Emery, Fargo, N. D.
SECRETARY—M. L. Corey, Argos, Ind.
TREASURER—A. T. Stebbins, Rochester, Minn.
EXECUTIVE COMMITTEE—T. Frank Ireland, Belding, Mich; S. R. Miles, Mason City, Iowa; A. H. Abbe, New Britain, Conn.; Frank A. Bare, Mansfield, Ohio; A. T. Stebbins, Rochester, Minn.; C. H. Williams, Streator, Ill.

FIRMS WHO HELP THEIR DEALERS.

In these times of stiff competition, the Hardware dealer has learned to keep his eyes open for those firms who offer to assist him in selling goods; in fact, it is getting to be quite the custom for manufacturers of Hardware to supply all dealers with advertising matter, suggestions for talking goods, window cards and the like, and it is to be hoped that this custom will become even more general.

Voss Brothers Manufacturing Company, Davenport, Iowa, manufacturers of the "Ocean Wave" Washer have recently sent out 250,000 copies of a neat little drawing book, three pages of which are devoted to a description of the "Ocean Wave." These booklets will without doubt assist very materially those dealers who are handling Voss Brothers machines.

The Bissell Carpet Sweeper Company have always been very heavy general advertisers and this, no doubt, is responsible in a great measure for the popularity of the Bissell goods. This firm is offering at the present time a special combination assortment of their different lines of sweepers with which they are sending a large amount of very attractive advertising matter, including an easel for displaying the sweepers, poster cards, show cards, street car cards and electrotypes. Particulars concerning this offer can be had by addressing this firm either in New York or Grand Rapids.

The Glidden Varnish Company, Cleveland, Ohio, manufacturers of "Jap-a-lac," report that they will spend $60,000 for general advertising during the months of April, May, June and July. Particulars concerning this campaign are exceedingly interesting and it would be well worth the while of any dealer to ask concerning it, and, at the same time secure particulars concerning the list of prizes for best window displays to be made during "Jap-a-lac week," beginning April 10th. In the competition, $1,000 in prizes will be distributed. The Glidden Varnish Company deserve to be congratulated for their great enterprise exhibited in planning this extensive campaign.

The White Lily Washer Company, of Davenport, Iowa, are assisting dealers with a very cleverly written circular which contains a long list of good talking points concerning the White Lily Washer. All dealers in these goods will be greatly benefitted by making a careful study of this circular.

HARDWARE PATENTS.

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitor of American and Foreign Patents, Washington, D. C, and St. Paul Building, New York City.

PATENTS EXPIRED MARCH 6, 1905.

378,946. NAIL HOLDING ATTACHMENT FOR HAMMERS. J. H Baker, Aurelius, N. Y.
378,949. MOP WRINGER. H. Blake, Worcester, Mass.
378,951. CLOTHES WRINGER. J. J. Brinkerhoff, Auburn, N. Y.
379,044. SAD IRON WITH REMOVABLE HANDLE. J. F. Bless, Newark, N. J.
379,141. SOLDERING TOOL. C. L. Wagandt and J. S. Hull, Baltimore, Md.
379,167. COFFEE MILL. St. Louis, Mo.
379,200. SCREW. J. P. A. Hanlon, Somerville, Mass.

PATENTS ISSUED MARCH 6, 1905.

784,039. SAD IRON. M. E. Fallon, Spokane, Wash.
784,057. WINDOW OR DOOR FASTENER. C. D. Lovelace, Hereford, Texas.
784,069. SHEARS. J. Polkowski, New York, N. Y.
784,085. BLIND FASTENER. T. A. Upson, New York, N. Y.
784,092. LAMP BURNER. A. P. Woodward, Franklin, Mass.
784,093. DOOR CHECK. A. S. Adam, Washington, D. C.
784,113. SAW. J. H. Miner, Lumberton, Miss.
784,151. WRENCH. W. E. Gilchrist, Rockford, Ill.
784,155. COMBINED ADJUSTABLE WINDOW SHADE AND CURTAIN BRACKET. C. A. Haas, Pittsburgh, Pa.
784,190. COMBINED IRONING BOARD AND STEP LADDER. J. E. Stoneking, Bertram, Iowa.
784,200. WRENCH ATTACHMENT. J. C. Zumwalt, Clay Center, Neb.
784,215. DINNER PAIL. J. E. Humphrey, Aberdeen, S. D.
784,243. WRENCH. W. Whaley, Lafollette, Tenn.
784,282. COVERED RECEPTACLE. J. J. Schuler, Rome, N. Y.
784,398. ARTIFICIAL FISHING BAIT. W. Heckeler, Meadville, Pa
784,424. CAN OPENER. A. Peterson, Kane, Pa.
784,467. JAR OPENER OR CLOSER. C. Braunschweiger, Toledo, Ohio.

PATENTS EXPIRED MABCH 13, 1905.

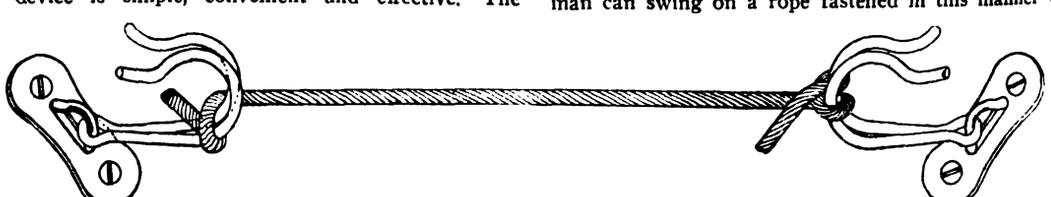
379,205. DOOR HANGER. A. A. Barker and W. Bennett, Worcester, Mass.
379,322. ASH SIFTER. J. A. Murphy, Holyoke, Mass.
379,323. STOVE HOOD. U. B. Newman, Greenfield, Ohio.
379,345. EARTH AUGER. T. Tow, Miles City, Mont.
379,346. PLANE. J. J. Tower, Brooklyn, N. Y.
379,348. SEAL LOCK. W. B. Waldron and G. C. Boller, Folsom City, Cal.
379,350. LAWN MOWER. J. F. Watermolen, Green Bay, Wis.
379,354. COOKING STOVE OR RANGE. E. W. Anthony, Brookline, Mass.
379,416. DETACHABLE HANDLE FOR SAD IRONS. J. Sabold, Boyertown, Pa.
379,445. WRENCH. M. C. Campfield, Pittsburgh, Pa.
379,504. WRENCH. J. Byrne, Sharon, Wis.
379,519. PIPE WRENCH. T. F. Krueger, New York, N. Y.

PATENTS ISSUED MARCH 14, 1905.

784,637. DOOR SECURER AND ALARM COMBINED. D. N. Stewart, Detroit, Mich.

NEVERSLIP CLOTHES LINE HANGER.

Charles E. Culver, 2271 North Paulina Street, Chicago, is offering to the trade the patented clothes line hanger as shown below. The device is simple, convenient and effective. The



hangers are fastened to the post or to the side of a building by means of two screws. In placing a clothes line in position, the first end of the rope is passed between the prongs of the hook and then wrapped once around it. On the other end of the rope the operation is reversed, the line being wrapped once around the hook, pulled as tight as possible and then the end of the rope pushed down between the prongs of the hanger. The tension of the rope binds the prongs of the fastener together on the end of the rope and as the weight on the line is increased the grip of the prongs on the end of the rope is correspondingly increased. The "bulldog" tenacity of the grip is shown by the fact that a man can swing on a rope fastened in this manner without pulling the rope loose. The article appeals to the trade on account of its simplicity, usefulness and ease of operation. The rope can be put up with one hand, and if the housewife should go out with an armful of clothes to put on the line and find when she got there that she had forgotten to put it up, she could easily put the line in place on these hangers with one hand and without putting down the armful of clothes.

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RECENT TRADE PUBLICATIONS.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J., have issued a four-page folder of more than ordinary merit on the cover of which is elaborately printed "The Protection of Steel." This, they claim, can be secured by paint, as proof of which they state they can furnish records of its durability in all climates. Time tests the efficiency of a paint, and Dixon's Silica-Graphite Paint has been on the market for forty years.

HOHLFELD MANUFACTURING CO., Eighth and Dauphin Streets, Philadelphia, Pa., have distributed for the season of 1905 a large and most elaborate catalogue of their "Eclat" hammocks. Their line is replete with new patterns and colorings, and they are offering a larger and better assortment than ever. They claim the distinction of being the first and only manufacturers to introduce hammocks of such high art as Navajo, Oriental, Bagdad, Japanese, Persian and Rug effects, and also in particular their popular line of Savoy hammocks. They are now introducing a new novelty under their 700 Majestic style, having a handsome square pillow with a perfect design of an Indian's head and a horse's head. The illustrations in the book are all in original colors enabling a purchaser to select one intelligently without samples. If you are interested in high grade hammocks, apply for catalogue.

A. J. PHILLIPS COMPANY, Fenton, Mich., are the authors of a neat and attractive catalogue being their catalogue "B" exploiting their Custom Made Fly Screens, which they make to order neatly, promptly and at reasonable cost. In their catalogue they give condensed information on all matters pertaining to fly screens. They will mail to all applicants who are possible patrons, samples of wood, finishes and wire cloth. The "Suburban" is their highest grade of work and indicates a type of frame in which the inner edges are beautifully moulded or carved, the effect at the inner corners being curved or circular. Frames are ⅞ inch thick. The screen is held in place by flat steel springs in the groove at the edge, which hold the screen at any desired elevation. The wire cloth is fastened with closely driven tacks and further secured by mouldings covering the tacks and edges of cloth. For extra hard usage samples are used. Either method permits renewal of wire cloth. Three pages of the catalogue are devoted to illustrating and describing the Hardware used on their screens, and one page to wicker work and guards. An extensive list of woods and finishes is given, besides which they will match any desired color or finish. Several pages are devoted to testimonials as to the merit of the Phillips screens, also photographs of residences and other buildings which have been equipped with them, from any of whom information regarding the quality and satisfaction may be obtained. Write at once for catalogue.

AMERICAN TOOL CHEST CO., 200 West Houston Street, New York, N. Y., have sent us a copy of their illustrated catalogue No. 19 of Tool Chests, which they make in all styles adapted for the use of boys, youths, housekeepers, carpenters, farmers, planters, railroad and mines, fitted up complete with a superior quality of tools; also machinists' and pipe fitters' empty tool chests. All of their chests are made with either patent locked or hand dovetailed corners, and from selected hard woods. All chests shown in their catalogue for use of youths, gentlemen, carpenters and others from No. 2 and upward, have "tumbler" chest locks, and strong lifting handles, and are fitted with Disston & Son's hand, panel and ripping and back saws, and in all this higher grade chests they use none but good quality cast steel tools. Among a number of circulars exploiting special chests is one devoted to the "Eureka Tool Cabinets" Nos. 1, 2 and 3. They are made of chestnut and have brass lifting handles, giving a list of the contents of each, also list prices. Another circular exploits their Handy Tool Chest No. 1903 for house and farm use. Send for their Tool Chest Literature.

WESTCOTT CHUCK CO., Oneida, N. Y., in their Catalogue "A" exploit their line of "Westcott's Patent Lathe Chucks and Little Giant Drill Chucks," of which they are the manufacturers. The Westcott's Patent Combination Lathe Chuck will give all the movements and conveniences obtainable in both the Independent and Universal chucks at a much less cost than for both. The movements are independent, universal and eccentric. The jaws of all the Westcott's lathe chucks are reversible which saves all the expense of buying an extra set of jaws, but can use the same set for all purposes by reversing them, which is quickly and easily done. Screw heads do not project beyond the diameter in any of Westcott's chucks. They claim the following points of superiority: strongest grip, greatest capacity and durability, most perfect adjustment, cheapness and accuracy unsurpassed. The above mentioned catalogue is exceptionally well gotten up as regards printing, paper, binding, illustrations, etc., and will be sent to those interested in this line of goods, upon request.

DUCHARMES & CO., Shelbourne Falls, Mass., manufacturers of high grade tools, have issued a handsome new catalogue, it being their No. 2. This concern makes a specialty of high grade tools which are specially hammer forged, hardened and tempered, using nothing, they state, but the highest grade stock in both steel and handles. They guarantee their tools to the trade, and will replace free of charge, any that break, bend or are not perfect in all respects. Each driver is tested to break a screw in its size. They direct special attention to their Perfect Nail Set, and request that it be given a severe test which they claim it will stand. It is made of the finest Sanderson steel, hammer forged, cup point corrugated grip and warranted to stand harder usage than any other made. They state that their trade mark, which is an open hand with a large "D" upon it is a guarantee to the Hardware trade that their tools are made from the very best stock. Their catalogue is finely printed on heavy coated paper and is illustrated throughout. A convenient price list is also given. A copy of their catalogue will be gladly sent in response to a request for same.

AMERICAN AXE & TOOL CO., Glassport, Pa., have sent us a copy of their 1905 price list of scythes, hay knives, bush hooks, hedge trimmers, corn knives, grass hooks, etc. The book is gotten up in large pamphlet form and is very handsome throughout. The above concern are the makers of the famous "Blood" and "Hubbard & Blake" brand of scythes which they claim are the standard of merit by which all others are judged. They maintain the old process of manufacture, using three qualities of steel reinforcing the back and inserting the finest quality of crucible steel for the cutting edge. This, they claim, has been demonstrated and is acknowledged as the only method whereby the maximum of strength and stiffness with the minimum of weight may be obtained. All of their scythes are hand-made from the finest material. For description of their other productions, send for catalogue.

TUCKER & DORSEY MANUFACTURING CO., Indianapolis, Ind., are distributing Catalogue No. 42 of Hardware and Woodenware Specialties, which include Tucker's alarm tills, adjustable stove trucks, saw bucks, vegetable cutters, kraut cutters, towel rollers, knife and fork trays, lemon squeezers, combined step-ladder and chair, Tucker patent casters, etc. The book is illustrated and contains list prices on all goods, also an extensive list of freight rates on the different articles of their make, to all of the principal cities in the United States and Canada. Particular attention is called to the Tucker Skewer Drawer for butchers' use. It is made with oak front varnished, woodwork oiled, size over all 4⅛ by 18 by 19 inches wide; weight 9 pounds. The tray has four spaces 3½ by 6 inches, four spaces in drawer 3⅛ by 8 inches, space each for long skewers, needles and twine and each drawer is fitted with twine cutter. Lock has thirty-two changes but no alarm. Send for their catalogue No. 42 for further information regarding these goods.

ANN ARBOR AIR LIGHT BURNER.

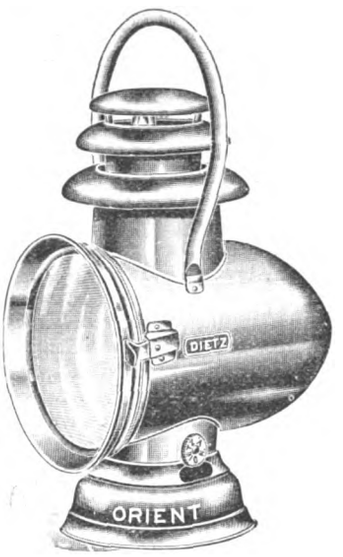
The Ann Arbor Air Light Burner will prevent your throwing away your old gasoline lamp, for by the purchase of one of these burners you will make your lamp worth twice as much as it was before when new. By the invention of a so-called "air hole" globe, this now becomes a possibility. This "air hole" glassware was first invented for gas burners but when applied to a gasoline burner, its success has been phenomenal. It is manufactured by the Superior Manufacturing Company, Ann Arbor, Mich., who will send you further particulars if you are interested in having the novel and brilliant light obtainable.

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NEW GOODS AND SPECIALTIES.

THE ORIENT BULLET LAMP.

The Dietz Orient Bullet Lamp is made in a new and popular shape pattern. The body is solid drawn from heavy gauge brass and the aluminum reflector is also drawn from a solid sheet of heavy gauge aluminum. The reflector is easily removable for



THE ORIENT BULLET LAMP.

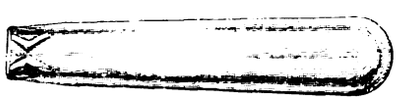
cleaning. The shape of the reflector is unique and an improvement on any other made before, giving a better effect for the amount of light given by the burner than any other shape. The top and bottom of the lamp are double seamed to the body which is the strongest construction possible for this part. This lamp which is manufactured by R. F. Dietz Company, New York, has all of the other good qualities that distinguish the Dietz lamps, and is guaranteed to burn properly.

A NEW LINE OF CUTLERY.

After a long series of tests and experiments the Goodell Company, of Antrim, N. H., have perfected and placed on the market an entirely novel line of cutlery. The particularly new feature of these goods is in the construction of the handle which is made of special glass. Before placing these goods on the market several articles were made with these glass handles and given a

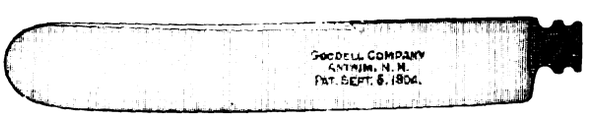


SILVER BOLSTER.



GLASS HANDLE.

thorough test. Mr. Goodell showed the writer a few days ago a handle that had been used in the roughest kitchen work for 11 months and which was still in good condition. These knives are practically unbreakable. One very severe test that was given them was the cooling of a handle to a low temperature and then pouring a thin stream of boiling water on the middle part of the handle; no cracks or breaks appeared even under this severe test.



The illustrations given herewith show the method of attaching the handle to the blade. It will be noticed that the inner end of the handle is corrugated to give a grip to the metal which fastens it. In putting the knife together the ferrule is pressed over the ends of both blade and knife and the melted metal is forced through the hole in the ferrule under high pressure so as to guarantee its being filled entirely and to make a perfectly rigid handle. It will be seen that this process makes of the knife practically one solid piece. These knives are protected by three patents and it is safe to prophesy that they will meet with a large sale. Several designs are ready for the trade, a number of them being exceedingly handsome.

GREATER SHELF SPACE.

The average Hardware dealer is very often confronted with the actual necessity of increasing the amount of shelf space in his store, even to the point of it being necessary to enlarge his building. By the use of Baine's Shelf Brackets a very large increase in shelf space can be obtained without increasing wall space. This is brought about by the fact that the shelves are free from obstructions from props in front of and among the

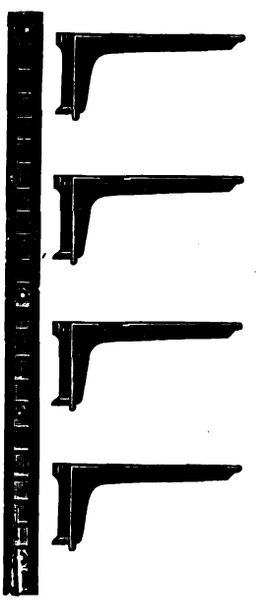


FIG. 1.

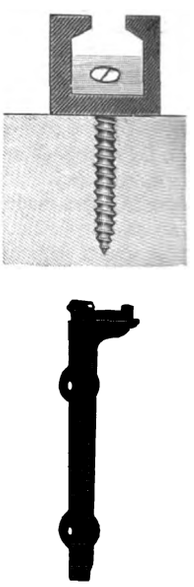
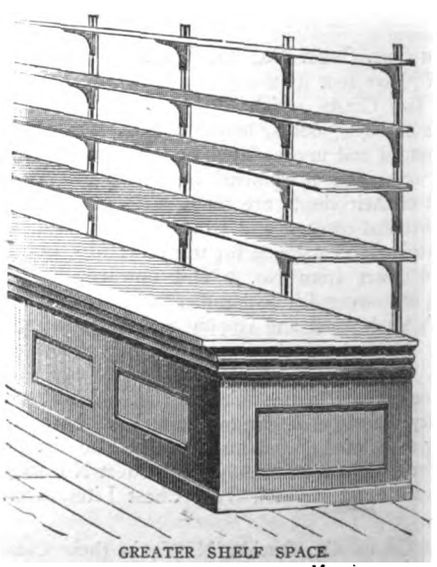


FIG. 2.

goods, forming a clear continuous line the entire length of the shelf section. These brackets are especially adapted for certain lines of Hardware as it is practically an impossibility to break them, in fact it is claimed that it is not possible to place



GREATER SHELF SPACE.

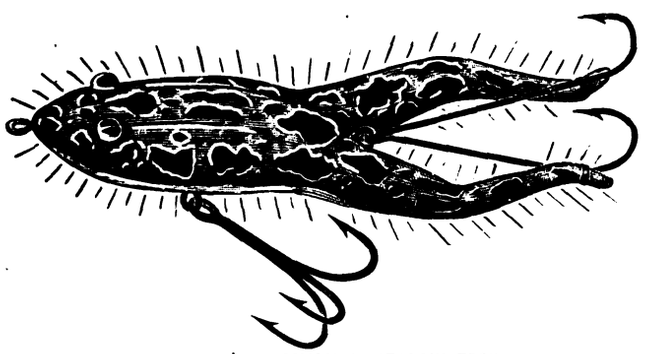
enough weight on the shelves to break the brackets. This may seem like a broad statement, but its truth has been demonstrated by actual experience. Figure 1 of the illustration shown herewith shows the wall bar, how it is attached to the wall, and how

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the brackets are attached to the bar. The upper part of Figure 2 is a cross sectional cut showing how the bar is screwed into the wall, the lower part showing the details of the bracket itself. Where the building is of brick, drills are furnished for drilling the holes, and plugs for inserting and properly fastening the wall bar. It will be seen by these illustrations that these brackets can be attached to the wall of the store without damage to the wall and it will also be seen that the depth of the shelves can be easily changed. This is a particularly convenient feature for Hardware stores where it is often desirable to have shelves of different depth. Another advantage is that the shelves put up with these brackets can be removed to another building or to another part of the room without the slightest injury. Baine's brackets are manufactured by the Piqua Bracket Company, Piqua, Ohio. This firm issues a very handsome catalogue profusely illustrated which gives complete instructions for estimating the number of brackets required and for their installation.

PFLEUGER'S LUMINOUS MEADOW FROG.

The Enterprise Manufacturing Co., Akron, Ohio, manufacture among the many artificial lures known as Pfleuger's Luminous Baits, the Luminous Floating Meadow Frog, made of satin cork and pure rubber, which is considered one of the most deadly

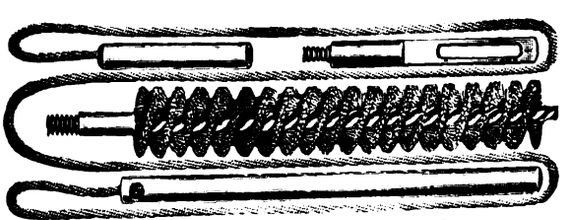


PFLEUGER'S LUMINOUS MEADOW FROG.

of the whole line, and is especially excellent for casting. It possesses the characteristics of diving after a fashion so peculiarly froglike, and then returns to the surface in such a highly probable manner that the bass and pickerel are utterly fooled by its superdeceptive tactics. They come in threes, sewed on a bronze printed card, and packed two cards in a fancy box.

U. S. GOVERNMENT RIFLE CLEANER.

J. Stevens Arms and Tool Co., Chicopee Falls, Mass., is making the United States Government rifle cleaner here illustrated. It consists of a bristle brush and slotted wiper with detachable cord and weight for dropping through the rifle barrel. A separate

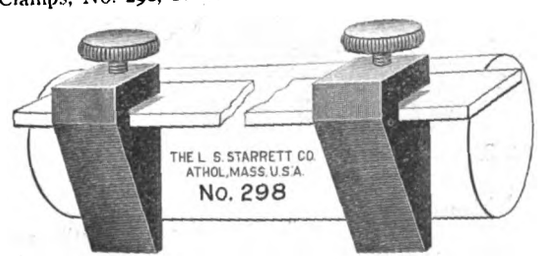


U. S. GOVERNMENT RIFLE CLEANER.

slotted wiper is also supplied for pulling through a dry cloth and for oiling the inside of a barrel. The cleaner can be furnished for .22, .25, .30, .32, .38 and .44 calibers, and additional calibers not mentioned to .50, inclusive, but no larger, with a delay of two to four weeks, all regular and special at a uniform price.

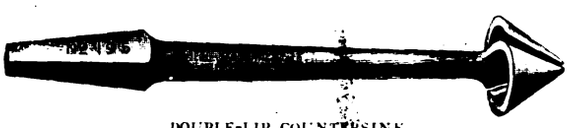
KEY SEAT CLAMPS, No. 298.

L. S. Starrett & Co., Athol, Mass., are the makers of the Key Seat Clamps, No. 298, of which we give an illustration. They are



KEY SEAT CLAMPS.

designed to transform any common steel scale into a Key Seat Rule. They are made from steel, case hardened and ground accurately; a pair weighs but one ounce. They can be put on or off almost instantly and are a complete substitute for a more costly tool. They may be used with their Combination Square Blades, or with any straight rule, with accurate results. They

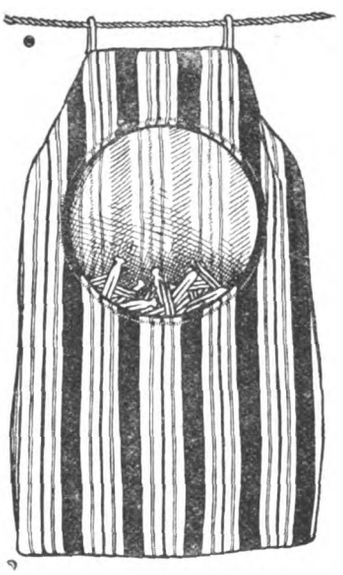


DOUBLE-LIP COUNTERSINK.

also make the Double-Lip Countersink, No. 195, shown herewith. This is the only double-lip, self-centering wood countersink that has a keen cutting edge, and the only one made on the true principle for a wood-working tool. It will clear itself of its shavings in any kind of wood and will cut a smooth, round hole. It is made from the best of steel, forged, twisted and tempered. It can be sharpened from the inside with a file.

GLENNY'S CLOTHES PIN BAG.

W. H. Glenny & Co., Rochester, N. Y., manufacture, among numerous specialties of a household character, a Clothes Pin Bag, which has become exceedingly popular. It is made of heavy, good quality fancy striped ticking, with non-rusting wire frame. Will

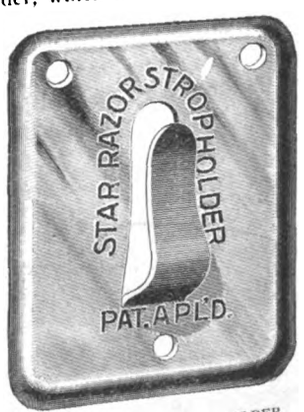


GLENNY'S CLOTHES PIN BAG.

slide on line ahead of clothes as they are hung and can be drawn on line after clothes as they are removed. They are made in two sizes, No. 10 and No. 20, holding six dozen and twelve dozen pins, respectively. They come packed one dozen in a bundle, with a colored display card furnished with each shipment.

"STAR" RAZOR STROP HOLDER.

Davis & Davis, 7 Warren Street, New York, are introducing to the Hardware trade a little specialty in the shape of the "Star" Razor Strop Holder, which makes it unnecessary to select some



"STAR" RAZOR STROP HOLDER.

little make-shift, like a doorknob, bedpost or gas bracket to act in the same capacity. It is manufactured from heavy sheet metal, struck up into proper shape and very nicely nickel plated. It is of the size of cut shown in this, and for a simple novelty is meeting with considerable favor.

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JAP-A-LAC

REGISTERED TRADE MARK

"WEARS LIKE IRON"

THE MOST STUPENDOUS ADVERTISING CAMPAIGN EVER INAUGURATED BY A VARNISH MANUFACTURER

As we have previously informed you, we are going to spend

SIXTY THOUSAND DOLLARS

exploiting JAP-A-LAC during the coming Spring months. This will be the largest amount of money ever expended for advertising by any Varnish Manufacturer in pushing a specialty.

Our JAP-A-LAC business has assumed such proportions that we feel justified in this immense expenditure, and *want every dealer in the country to realize just what there is in it for him.*

Whether you are selling some varnish stain or other line of goods, claimed to be similar to JAP-A-LAC, makes no difference. JAP-A-LAC is bound to have the call this year. *You can make big money if you get in line now.*

In order to interest all of the dealers, we have arranged a contest for the best window displays and advertisements of JAP-A-LAC produced by the dealers during "JAP-A-LAC WEEK." We will soon inform you fully regarding "JAP-A-LAC WEEK." We will give

ONE THOUSAND DOLLARS IN PRIZES.

The contest will be divided into three classes and promulgated on the following lines:

CLASS "A." *Cities of more than 50,000 population.*		CLASS "B." *Cities under 50,000 and more than 10,000 population.*		CLASS "C." *Towns of less than 10,000 population.*	
1st Prize	$100.00	1st Prize	$50.00	1st Prize	$30.00
2d "	50.00	2d "	25.00	2d "	15.00
2 Prizes of	25.00 each	2 Prizes of	15.00 each	2 Prizes of	10.00 each
10 "	10.00 "	5 "	10.00 "	20 "	5.00 "
*Special 20 "	5.00 "	10 "	5.00 "	*Special 16 "	5.00 "
		*Special 10 "	5.00 "		

*Special: For the best letters describing the effectiveness of the window display; letters to accompany photograph of display.

In addition to the above prizes, we purpose giving 10 prizes of $5.00 each for the 10 most original window displays; also 10 prizes of $5.00 each for the best advertising phrases on blank pointers.

All those who compete in each class will have an opportunity to win one or both of these extra prizes.

The blank pointers are part of the make-up of free window display, which we propose furnishing to all dealers who enter the contest. The free display matter, which we will furnish, is made up of 1 large Cut-out; 6 Card Hangers, printed on two sides; 1 Set of 6 Educational Signs; 1 Reproduction of our four-page, colored advertisement, which is to be run in the *Delineator, Designer* and *New Idea*, issue of May, at a cost of $15,000; 12 Printed Hands, pointing to various interesting statements regarding JAP-A-LAC in the *Delineator, Designer* and *New Idea* advertisement; 4 Blank Hands on which the dealer may print some good advertising point regarding JAP-A-LAC, and 1 large JAP-A-LAC Strip, 49 inches long by 11 inches high.

It is absolutely necessary that all dealers who enter the contest have a good supply of JAP-A-LAC. If you are handling JAP-A-LAC, we would urge sending us a re-order for enough to make a large window display, unless you have a sufficient quantity. If you are not handling JAP-A-LAC, we want you to put it in stock. We believe we can convince you that there is big money in it.

Ask for full information regarding special introductory asortment of JAP-A-LAC.

It is only a question of time when every dealer in the United States will find it to his interest to handle JAP-A-LAC, and the sooner you take hold of this profitable and well-advertised article, the sooner you will commence to receive the profit which otherwise is sure to go to some other energetic dealer in your town.

There is more to follow; keep track of us for the next few months.

ADDRESS 641 WILLIAMSON BUILDING,

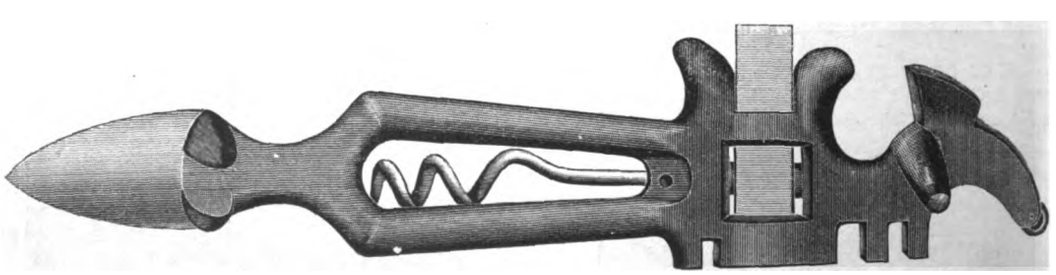
THE GLIDDEN VARNISH COMPANY,

MAKERS OF HIGH-GRADE VARNISHES FOR ALL PURPOSES

CLEVELAND, OHIO

BARRETT'S GLASS CUTTER NO. 8.

W. L. Barrett, Bristol, Conn., is the manufacturer of the useful combination of glass cutter, can opener, knife sharpener and cork-screw, an illustration of which is presented herewith.



BARRETT'S GLASS CUTTER NO. 8.

It is a very convenient article and one that has met with an extended sale and achieved a popularity of its own, meeting a ready market in nearly every country on the globe. It fills the demands of the trade and is invariably bought to be sold at a profit. Send for his latest catalogue.

FAILED TO CATCH THE SCENT.

Horace T. Eastman, the inventor of the locomotive pilot, said the other day:

"This morning I was sitting in a drug store waiting to get a prescription filled, when a young Irishman entered.

"The Irishman pointed to a stack of green castile soap and said:

"'Oi want a loomp o' thot.'

"'Very well, sir,' said the clerk. 'Will you have it scented or unscented?'

"'Oi'll take ut wid me,' said the Irishman."

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REVIEW OF THE MARKETS.

WIRE NAILS: Trade is assuming more regular proportions, taking into consideration the opening of Spring trade. More moderate demands are made from the mills to apply on contracts. Stocks are being kept up by the jobbers in more complete conditions ready for the usual demand which is made of them when business commences. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in ten days:

Carload lots to jobbers.....$1.80
Carload lots to retailers..... 1.85

New York. The Spring-like weather we have had favoring us, has brisked up to the prevailing demand from out of town, and the retail trade has been more active than usual. Markets are in firm condition in anticipation of a further advance. Quotations are as follows:

Single carloads $1.99
Small lots from store 2.05

CUT NAILS: The new business springing up has not been sufficiently strong to make the market unusually active. Spring trade has only awakened from the Winter's lethargy. Large contracts are still to arrive at Mill. Quotations are as follows:

Carload lots $1.80
Less than carload lots to jobbers..... 1.85
Less than carload lots to retailers..... 1.95

f.o.b. Pittsburgh. Iron Cut Nails for delivery at Pittsburgh, Buffalo and all points west of these cities 10 cents advance per keg on Steel Cut Nails.

New York. A slight improvement is noticeable in the local demand which is accounted for improved demands from nearby trade. Market is a firm one, with quotations as follows:

Carloads on dock.....$1.94
Less than carloads on dock..... 1.99
Small lots from store.....$2.00 to 2.05

BARB WIRE: The Western market, getting the bulk of sales in this line, has been unusually brisk and transactions have been in large volume, which the trade believes will continue. Nearby trade is picking up very nicely and prices are firm. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

	Painted.	Galv.
Jobbers carload lots	$1.95	$2.25
Retailers carload lots	2.00	2.30
Retailers less than carload lots	2.10	2.40

SMOOTH FENCE WIRE: A satisfactory trade is being done in this line with a demand that will improve in the immediate future. Quotations are as follows: f.o.b. Pittsburgh, 60 days or 2 per cent. discount for cash in 10 days:

Jobbers, carload lots.....$1.65
Retailers, carload lots..... 1.70

The above prices are for base numbers, 6 to 9. The other numbers of plain and galvanized wire take the usual advances.

CARRIAGE BOLTS, MACHINE BOLTS, &c.—At a meeting of the manufacturers of Carriage Bolts, Machine Bolts, etc., held March 15, an advance of 2½% was made along the whole line. The new discounts are as follows, there being the usual extra discounts to large purchasers:

Common Carriage Bolts, ⅜x6 and smaller and shorter, rolled thread	75 and 5 %
Common Carriage Bolts, ⅜x6 and smaller and shorter, cut thread	75 %
Common Carriage Bolts, longer and larger than ⅜x6,	65 and 10 and 7½%
Machine Bolts, ⅜x4, or shorter and smaller	75 and 2½%
Machine Bolts with H. P. or C. P. plain nuts	70 and 2½%
Machine Bolts with C. and T. nuts	65 and 7½%
Bolts without nuts, 6-inch and shorter	10% additional
Bolts without nuts, longer than 6 inches	5% additional
Machine Bolt Blanks	70 and 2½%
Bolt ends, with H. P. or C. P. plain nuts	70 and 2½%
Bolt ends, with C. and T. nuts	65 and 7½%
Gimlet Point Coach Screws	75 and 12½%
Cone Point Lag Screws	75 and 17½%
Skein Screws	75 and 12½%

NUTS.—The manufacturers of Cold Punched and Hot Pressed Nuts, at a meeting held March 14, advanced Cold Punched and Hot Pressed Nuts 1-10 cent, and in addition made 1-10 cent differential on Hot Pressed Tapped Nuts. The new prices are as follows, beyond which are the usual concessions for large buyers:

	Cents Off.
Cold Punched Plain Blank Square Nuts	4.80
Cold Punched Plain Blank Hexagon Nuts	5.80
C. T. and R. Blank Square Nuts	5.00
C. T. and R. Blank Hexagon Nuts	5.70
Cold Punched Plain Tapped Square Nuts	4.80
Cold Punched Plain Tapped Hexagon Nuts	5.30
C. T. and R. Tapped Square Nuts	5.00
C. T. and R. Tapped Hexagon Nuts	5.70
Hot Pressed Square Blank Nuts	5.30
Hot Pressed Square Tapped Nuts	5.20
Hot Pressed Hexagon Blank Nuts	5.70
Hot Pressed Hexagon Tapped Nuts	5.60

ROPE: The business is improving and is a satisfactory one thus far in the season. The following prices represent the market:

	Cents per pound.
Pure Manila, 7-16 and larger	12¼ to 12½
No. 2 Manila	10
Pure Sisal, 7-16 and larger	10
No. 2 Sisal, 7-16 and larger	8¼

Less ¼ cent to the large trade.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....48 cents per gallon.
In lots of 5 barrels or more.....47 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil.....55 cents per gallon.

THE ALBANY TRADE.

Business conditions here are as usual at this time of the year. A good report is made by retailers, and although Winter still holds on, it is very evident that when the breaking up comes, which means the opening of the roads and the resumption of navigation on the Hudson River, an unusually active Spring will start. Dealers have been purchasing largely in the past and will realize a good margin, owing to the higher rates that have recently gone into effect. There is great activity in building and contract work on the railroad and trolley lines, and a great deal is being done by the State in the way of road improvements and work on the large canal, so that a general condition of activity will undoubtedly be prevalent all through this State during the coming Spring and Summer months. Continued firmness in prices and occasional advances of a few points on leading goods are noticed and at the present time all staple goods are not high compared with a few previous seasons. With prosperous conditions all around us, the consumer is willing to contribute his tax in slightly higher prices on some of the goods he uses, as he is getting it back in the line of business in which he is engaged. One month from now will undoubtedly see us all very busy, and at that time we probably can send a letter that will be of greater interest to the trade at large.

Albany Hardware and Iron Co.,
Charles H. Turner, President.

THE PITTSBURGH TRADE.

Spring weather still leans towards the Winter side and while there have been a few days of sunshine, the temperature has been in the 20's and 30's all the first half of the month. This does not thaw out the country merchant trade as rapidly as we could wish. A letter from a mountain town this morning says the snowdrifts are so deep that teamsters are afraid to take out their horses. In the larger interests, however, business is booming. Furnaces, mills, and shops are pushed in their capacity, running double turn, while railroads are not able to supply cars for all the freight offering. There is good buying in the coke region where the recent advance in wages is felt to the advantage of merchants. Every one feels that this is to be a big business year and orders from the large trade are gauged on this expectation. We learn that Pittsburgh is to be honored by the Spring meeting of the Executive Committee of the National Hardware Association. The association is yearly growing in importance and power and its actions are guided by some of the wisest and best men in the business. Logan-Gregg Hardware Co.

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THE PHILADELPHIA TRADE.

The middle of March has brought us a few days of sunshine, and the effects are already seen in an increased demand for goods, especially for seasonable articles. As usual, these are already scarce, and hard to get, and this is particularly true of Forks. Hoes and Rakes, for which there is a heavy demand and a very small supply. It is difficult to make the trade understand why this shortage should have occurred regularly for the last two or three years, but it is all due to the action of the Steel Goods manufacturers, who have closed two out of the three factories in Philadelphia, thereby throwing the entire burden upon one factory, which seems totally inadequate to meet the demand. Jobbers are doing their utmost to keep their customers supplied with such goods, but indications point to a marked shortage in the near future. Wire Cloth and Window and Door Screens and Poultry Netting are now moving in good volume, and there seems to be every reason to expect a large trade in the next few weeks. Incoming customers report good building prospects, as a large number of buildings have been projected, and apparently there should be an active demand for Locks, Knobs and all goods in the building Hardware line. Prices on this line advanced 10% about two weeks ago and are quite firm. On some lines there seems to be an upward tendency in price, particularly in goods which are near the raw material. An illustration of this was seen last week in an advance of about 10% in Door Hangers and Rail. Carriage and Machine Bolts have also scored a small advance, while Registers were put up about 10% on the 15th. The one discouraging spot in the outlook to-day is collections, which have been languishing for some time. A marked improvement in this respect is looked for, however, as soon as trade fairly reopens.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

The large number of trade conventions indicate a gain in respect and good will among competitors. Every man for himself and the devil take the hindmost seems to be losing its popularity. All who attend these conventions are impressed with the value of conferring together on improved methods of business. The conviction that such gatherings are conspiracies against the public has not entirely abated. While such conventions are being held to modify the evils of the competitive system, State legislatures and Congress are legislating to protect it. As a public we favor it and as individuals oppose it. We call it commercialism and suppose that civilization depends upon it. These gatherings are doing something to mitigate its evils, it adulterates our food and medicine, puts shoddy in our clothing, cuts down wages, and, yet we idolize it as the life of trade. The law of an eye for an eye and the survival of the fittest still survives. Trade is feeling the effect of improved weather. Orders are more liberal and goods previously ordered are being hurried forward. Notwithstanding the extreme cold weather wheat is looking well, a good blanket of snow has protected it the most of the winter. The farmers have been able to get out timber, so the hard winter has brought some compensation. We are not sure to want what we need. Advances still continue in pig iron and the demand seems to be in excess of supply. Indications point to an early close of the Eastern war, and it will take the resources of the world to replace the immense waste it has caused, and in this this country will be a large factor.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, President.

THE SAGINAW TRADE.

Business is very backward this Spring, on account of the severity of the weather. Some of the time it was so cold, and the roads in the country so blocked with snow, that there was not any business doing. However, the backbone of Winter is broken and trade is picking up. A very large ice crop has been harvested. The fish business has been very good this season, and it might be interesting to your readers to know something regarding it. About fifteen miles from Saginaw, out on Saginaw Bay; there are about 250 fishermen's shanties built on the ice, with no floors. They cut a hole in the ice and spear fish from within their shanties. Their catch varies all the way from 50 to 200 pounds a day to the shanty. It is a regular little settlement, and they have stores there selling supplies to the fishermen, and buyers of fish go out there and buy their catch. Although it is now the 16th of March, they are still out on the bay spearing. Last year the ice broke away from the shore, and the fishermen were out on the bay several days before they were rescued. The people in your city who have these fine fresh lake fish served to them in your restaurants little know of the danger, skill and uncomfortable times the fishermen have to supply their wants. The sugar beet companies have made more contracts for beets with the farmers than last years. The coal mines have been working to their full capacity, and the coal brought good prices. The lumbering tool, portable house and horse collar factories are working full handed, and have a good many future orders booked. The railroads were badly blocked and freight got badly mixed, which caused long delays in shipments, but they have now straightened out their blockade and are delivering goods as promptly as usual. With good Spring weather we anticipate a fair business.

MORLEY BROTHERS.

THE DAVENPORT TRADE.

The ice has departed for the sunny South and the Mississippi River navigation has opened, we trust for the season. This always has a stimulating effect on business, especially to river points. General Hardware trade is improving with good weather, and every indication points to an improvement over Spring of 1904.

SICKELS, PRESTON & NUTTING CO.

THE COLUMBUS TRADE.

It looks very much like Spring is here to stay, but that terrible warning about March, "Come in like a lamb, go out like a lion," is as Uncle Remus puts it, a "Hant." No doubt we will have an occasional bad day, but it looks like an early Spring. The writer was out in the country a short time, and it was certainly inspiring. Birds singing, frogs croaking and small boys trying to tempt a chub or shiner with a nice fat worm. Trade is all one could ask for, namely, all we can do; but it is an outrage how some manufacturers are treating their customers this year. Goods that were promised in January and February still not furnished. The snow blockade played havoc if we were to believe all the delays that are charged against it. The trouble is the same each year, and is caused by manufacturers not quitting when they have all the orders they can take care of, but they will keep their salesmen out until they cover their entire territory, even if they sell their average output the first week. Of all the provoking things we know of, it is to have a manufacturer write you a month or two after date of promised shipment, when you have written and wired repeatedly, and sweetly say: "We expect to ship your goods in about a week, and trust it will be satisfactory." They know well enough it will not be satisfactory but we have to bear it. Did you ever move a stock of Hardware? If so, you can sympathize with us. We are just through and getting nicely shaped up, but what a job! This has certainly been a banner year for maple syrup, judging from the extraordinary demand for syrup cans. This harvest costs nothing but labor, and comes at a time when farmers are not busy, and is profitable both to the producer and consumer. One buckwheat cake with maple syrup is worth a dozen with any other kind of lasses. If the penalty for adulterating could be extended to reach the landlord it would be a good thing. The bill of fare says maple syrup, but we old farmers know it has been monkeyed with. The outlook seems to be very bright for a good Spring business. Columbus will keep up her record for new buildings again this year. We need a lower tax rate, and if the grafters could be eliminated, we would get it. Any old city or county office is a bonanza, as the salaries (with side dishes) amount to twenty to forty thousand dollars a year. One of our local papers is now exposing the system daily, and it is startling how the public is fleeced year after year. It is what might be termed honest stealing under the fee system. It would be better to have a fixed salary for all county offices. It might not remove the barnacle entirely, but it would put a crimp in it. We hope for the crimp.

THE SMITH BROS. HARDWARE CO.

THE SAN FRANCISCO TRADE.

This is St. Patrick's Day, and although good Irish blood is not traceable in every Hardware dealer, yet an all around observation has disclosed the fact that about all the trade, like almost everybody else, is to-day wearing a boutenniere of the latest novelty in floriculture—a green rose. And this is a reminder of another fact, that one week ago to-day the California State Retail Hardware Association, not only closed its successful fourth annual convention in this city, held in the St. Francis Hotel, but considered the advisability of adopting an association lapel badge of more enduring quality than a green rose.

It was a great convention for this comparatively young State of America, which still has some years coming for history-making before it reaches the Oslerarian period, and two-thirds of the association's 500 membership was in attendance. Owing to the absence in the East of the strenuous president, Major O. F. Sites, his annual address was read by Vice-President G. A. Gutman of the Hochheimer Hardware Company of Orland. The address was characteristic of the president, in that it strongly advocated strenuous association work for this year, a principal recommending feature that won longest applause favored the employment of a high grade man to travel the State in the great assistant work of enlisting every one of the 2200 Hardware deal-

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GENERAL OFFICES: PROVIDENCE, R. I., U. S. A.



MANUFACTURERS OF
FILES AND RASPS
NICHOLSON, KEARNEY & FOOT. ARCADE, AMERICAN. GREAT WESTERN, McCLELLAN. EAGLE, J. B. SMITH. "X. F.", GOLD MEDAL.

ers in California into the membership of the association. Not only, as said, did this urgent suggestion of President Sites win prominent applause, but on the third and closing day of the convention, under "Good of the Order," fully half the amount that would probably be required for a year's service of a high grade traveling man, was voluntarily pledged by less than a score of members, and the matter was passed with favorable recommendation for early action on the part of the executive committee.

Other annual reports, from Secretary Henry Gracey and Treasurer H. C. Bennett, were severally presented in so acceptable a shape that subsequently in order of business, under election of officers for the ensuing year Henry Gracey, of Henry Gracey Hardware Company, San Francisco, was further honored by election for a fourth term as secretary, and Treasurer H. C. Bennett, of the Bennett Bros. Hardware Co., San Francisco, had thrust upon him during temporary absence from the convention hall the highest promotion honor within the gift of the association, a unanimous vote for president.

The other officers elected were, first vice-president, J. E. Janssen, Eureka; second vice-president, W. Devore, Ocean Park; treasurer, George H. Smith of Pierce Hardware Co., Oakland; executive committee, San Francisco Association, C. H. Philpot and M. M. Brown; North Coast Association, J. H. Steves, St. Helena, and J. C. Mailer, Santa Rosa; Alameda County Association, Frank K. Mott, Oakland, and George H. Ismond, Oakland; Pacific Association, John C. White, Marysville, and George A. Legg, Nevada City; San Joaquin Valley Association, C. W. Barrett, Fresno, and D. C. Wood, Modesto; Central Association, H. E. Robinson, Gilroy, and C. M. Brown, Hollister; Southern Association, J. C. Barth, Corona, and C. W. Damarel, Los Angeles; Humboldt County Association, F. J. Reid, Eureka, the remaining members to be appointed by Vice-President Janssen, of Eureka.

Of other matters that received convention attention, less in importance of course than the election of efficient officers, it is mentionable to note that an amendment to the constitution, providing for the admission to the State Association of any reputable storekeeper who carries Hardware stock, whether a member of his local Hardware dealers associations or not, was adopted.

Also did the convention appoint a committee consisting of S. E. Ellis, C. H. Philpot and M. H. Brown to formulate plans for the organization of an insurance company to be managed by the State Association for the benefit of its members.

And, thirdly and lastly, as the convention delegate from Modoc County said his preacher has a termination habit of announcing his approach to the sermon's end, it might be added that the local wholesalers, as usual, responded to a call to appear before the convention to say what they might have to say touching trade matters of importance. The charge embraced two instances, relating that two interior small town general storekeepers, non-association members, had severally bought, at prices and on terms accorded regular dealers, less than a half dozen stoves and a small bill of agate and tinware. The jobbers in these lines, as usual, expressed great gladness on having had their attention called to this "unfair" business, and promised to investigate, and henceforth be more watchful of their ambitious traveling salesmen. Hence all was amity, and in amity wholesalers and retailers, with their wifes and sweethearts, finally mingled at the grand annual banquet, the closing feature of the convention.

INDUSTRIAL PRESS ASSOCIATION.

THE NEW ORLEANS TRADE.

Spring trade has opened in a way surprising the merchants who were doubtful, even one month ago, of the trade conditions that would mark the coming of the new year. Despite the very slow improvement in the price of cotton, credit conditions are good, and the tone of the market and the reports from all sections argue well for the purchasing power of the cotton districts during the coming Fall and Autumn. This, added to the fact that the cane planters are in an exceptionally prosperous condition; and that the sawmill activity continues high, has resulted in a Spring opening surpassing by many points the best anticipation of the conservative members of the Hardware business as expressed four or six weeks ago.

Summed up, the total volume of trade is just about even with what it was at this time last season. Some houses declare their business is a trifle less than it was one year ago. Others assert that they are doing a little more work. The average would seem to make the business about the same. There has been, furthermore, a continuation of the movement to build up the out-sea, trade, that to the Spanish Americas, and to South Africa, along the lines noted a month ago. A number of incidents have occurred that have borne directly on this development, and have served to increase the general interest in extended markets.

HOW THE LINES ARE RUNNING.

Local trade, both retail and wholesale is exceptionally good, because the building activity in the city surpasses anything in the history of the municipality, both actually and comparatively. These local lines are chiefly in Builders' Hardware, Builders' Supplies, and prospective orders in fittings and furnishings, etc.

To the out-of-town trade, Builders' Supplies and Hardware are leading, and are going chiefly to the timber and cane districts. All the pine section is extending its activity, and increasing the scope of its work. A number of Northern settlers have occupied the waste lands for truck farms, and are giving extensive orders for homes, etc. Mill supplies to the same district are

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN., U. S. A.
Improved Carpenters' Tools.
SOLD BY ALL HARDWARE DEALERS.

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going steadily and consistently, although the mills are too busy to stop work for the usual early Spring repairs.

Into the cotton country there has been within three weeks a remarkable quickening of the implement demand, that has somewhat shaken the confidence of the cotton operators in the promises of the planters to reduce their acreage. These orders are more for the old-time standard implements, and less for the high class utensils that have been so extensively bought by the cotton men for several years. Mill supplies have practically ceased going to the cotton country, for the gins are shut down, and the work of the season over. The repairs are postponed until the following autumn.

Sugar planters are buying everything possible—implements, building supplies, vehicles, household Hardware—everything that a prosperous man would purchase to make up for the stinting he has undergone through three or four years. Builders' material is going less to the cotton section than is usual. Into the rice country there is the very smallest possible trade. Bare necessities alone are being sold. Taken in all, it appears that the existent volume of trade is being kept up, largely by the exceptionally large orders to local dealers, by the heavy buying of the cane lands, and by the increased sales to the timber country and to the Spanish Americas.

EVENTS OF THE TWO FORTNIGHTS.

The recent establishment here of one of the purchasing agencies for the Panama Canal Commission has served to increase the interest of local dealers in that opening; and the local commercial bodies are striving to build up interest even more, and to capture for New Orleans all possible trade. Recently, it appeared that several specifications for bids for sanitary fittings and household Hardware, etc., were issued c.i.f. New York, without the option of shipment via New Orleans. Both the Progressive Union and the Board of Trade immediately took the matter up with the Canal Commission offices in Washington, and with Major B. M. Harrod, the New Orleans member on the commission. By telegram, the commission rectified the error, and said that the specifications had been issued by mistake, and that the policy of the commission would ever be to give both ports an equal showing for all the supplies of a Hardware or other kind.

BIG ESTABLISHMENT TO BE ERECTED.

Stauffer-Eshleman & Co., one of the largest establishments in the city, recently purchased a site for $65,000 adjoining their present location in Canal Street within easy reach of the proposed Belt Road, and three trunk lines. On this property, and on the site they already hold, covering half a square, the firm is to erect a modern wholesale Hardware store that will equal if it does not surpass anything of its sort to be found in the South.

The plans are already being drawn, it is understood, and the intentions of the corporation will soon be made public. The site is within a half-square of the historic Custom House, near the river end of Canal Street.

Captain T. J. Woodward, one of the founders of Woodward-Wight & Co., was installed as postmaster of New Orleans several days ago, his appointment having been announced in the issue of the Hardware one month ago.

REMARKABLE BUILDING DEMAND HERE.

It is estimated that fully $10,000,000 is to be spent in building operations in New Orleans during the present summer—of which 5,000,000 will be invested by the Frisco-Southern-Rock Island in the Chalmette terminals, and by the Illinois Central Railroad in replacing the recently destroyed Stuyvesant Docks Terminals.

This is twice the most active season yet passed by the city. This does not include about $2,000,000 worth of building that is as yet solely in a tentative stage, with the chances favorable to materialization. The announced policy of all the contractors holding jobs, is to favor the home material men, and as a result the outlook for the building material suppliers is better than ever before. With two great elevators to be constructed, and nearly two miles of docks to be built, with a great ship-slip to be dug and faced and braced, those who deal in such supplies are more than pleased.

IN A NEW YORK COAL OFFICE.

Telephone Clerk—Dr. Depew just ordered ten tons of coal sent up to his house, but he didn't say what size. I shall have to call him up and ask him.

Bookkeeper—Nonsense! He wants chestnut coal, of course. —*Somerville Journal.*

ECLIPSED.

Helen—Was your bitterest hour the time you discovered that your fiance was flirting with some one else?

Elsie—No, it was when he discovered that I'd been doing the same thing.—*Detroit Free Press.*

POPULAR TALKS ON LAW.

RIGHTS AND DUTIES OF COMMON CARRIERS.*

There are two great classes of common carriers recognized by the law, namely, common or public carriers, and private or special carriers. It is with common or public carriers that we have to do in this talk.

A common or public carrier is one who makes a business of carrying for the general public; a private carrier, on the other hand, is one who carries only on occasion by special agreement. The most familiar classes of common carriers are railroad companies, stage-coach proprietors, expressmen, truckmen, shipowners, steamboat lines, lightermen and ferrymen.

The law holds public or common carriers to a different degree of responsibility than it does special or private carriers. It is usual to say that common carriers are held to be insurers of that which they carry. This nearly expresses the law, for they are liable always for the safety of what they carry, excepting for losses occasioned by an act of God or a public enemy, or unless a special exemption has been agreed upon; and this is so even if the carrier can prove that he was not negligent. A private carrier, however, is not held to so great a responsibility and is only required to give that degree of care which an average person can reasonably be expected to take of his own property; and if he takes this degree of care and a loss comes he is not responsible. An instance will make this more clear. If one who is not in the business of carrying, in passing my house is requested by me to carry a package, for a consideration, and taking it, loses it, he is not liable to me unless I can prove that he did not take the care that a reasonable person takes of his own property, or, as it is sometimes called "reasonable care." If, however, I employ an expressman who is in the business of carrying for the public, and the expressman loses the package, he is liable to me, generally speaking, even although he can prove that he was not negligent at all.

A common carrier is bound by certain other rules of the law. He cannot accept the goods of one customer and refuse those of another, unless upon a reasonable excuse, such as that the goods offered are not of the kind that he professes to carry, as where a tray of diamonds is offered to a truckman, or a boat load of coal to an express company, he can refuse to carry goods beyond his own line or to points not in his route (with some exceptions), as, for instance, an expressman at the depot cannot be held responsible for refusing to carry a trunk beyond the city limits, when he does not hold himself out to the public as covering so wide a territory; he can refuse to carry a dangerous or suspicious article; he can refuse goods known or suspected to be diseased; he can refuse goods where he has not the facilities for handling them, though in general he is held liable if he does not furnish reasonable facilities for handling ordinary business; also where freight charges are not paid in advance, on his requiring them to be so paid. Outside of these exceptions, and perhaps a few others, a common carrier is compelled by the law to accept goods up to the limit of his capacity, from any one who offers them.

A common carrier is a carrier for hire. If he carries goods gratis he is not a common carrier as to those goods. It need not be shown that he receive compensation directly for the service, if in fact a consideration was given, even though it be indirectly.

It is not necessary to one being a common carrier that carrying be his only business, or that the carrying be continued without interruption. It is only necessary that when he does make the offer to carry, it be to the public generally. On the contrary, the law in Pennsylvania seems to hold that even where one not in the business of a common carrier carries goods for hire, he is liable as a common carrier.

An interesting case as illustrating that common carriers cannot be compelled to carry what they do not profess to carry was that in which the Great Northern Railway was sued for refusing to carry a dog. It made the claim that it did not profess to carry dogs for people in general. The court held that as to dogs the company was not a common carrier and could not be compelled to carry them.

In another talk we shall discuss the liability of a common carrier to a passenger for the loss of his baggage.

* Copyrighted by William C. Sprague, president of the Sprague Correspondence School of Law.

HAD HAD EXPERIENCE.

"Now, then," said Mrs. Polk after dinner, "how shall I dress for the theatre this evening?"

"In time to see part of the first act, dear," replied her husband, mildly.—*Philadelphia Press.*

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NEW ENGLAND HARDWARE DEALERS ASSOCIATION

The New England Hardware Dealers' Association held its Twelfth Annual Convention March 15th and 16th at Hotel Vendome, Boston. The attendance was large and enthusiastic. In the evening 160 members and guests participated in a banquet at the Vendome. Hospitality being a New England characteristic, the occasion was rendered unusually interesting by it being Ladies' Night, many of them gracing the tables with their presence.

The Wednesday session commenced with a meeting of the old Board of Directors, who laid out the work for the meeting, which at 2.30 p. m. was called to order by President John H. Sayward, of Haverhill, who delivered an address, which the following embodies a part:

President Sayward's Address.

It is with a great deal of pleasure that I extend to you my kindest greetings and bid you welcome to our annual association meeting. I trust that when we return to our several homes we may all feel that much good has been accomplished and

MANY FRIENDSHIPS FORMED

which will lead to the satisfactory adjustment of many differences now existing in our business conditions.

I believe these annual gatherings can be made a source of great benefit to us all, but it depends on you whether or not each is willing to do his share. You all remember the old saying, "In union there is strength," and that applies to us. I want you all to take an active interest in this meeting and feel free to bring up for discussion such matters as may confront you from day to day in your own business, and if there are those present who have successfully solved some of these problems I trust they will gladly give us the benefit of their experiences.

There is a spirit of rivalry between us all, to some extent, in a business way, and it will always remain so until all engaged in the retail Hardware business become members of this association, and in that way become acquainted and

TRY TO WORK TOGETHER.

After becoming acquainted with your competitor you may discover that he is not such a bad fellow as you thought and you may find he is willing to do the right thing when you have talked the matter over together. As a rule, it is the getting together to talk things over where the trouble comes, but get him into the association, where all these things are brought up for discussion, and I think you will find everything sailing along in a very satisfactory manner.

Our association is steadily increasing its membership, but we want the name of every Hardware dealer in New England on our list, for the larger we are the better it will be for us in many ways.

I must not forget to mention the trade journals, for they certainly merit our thanks for the very able manner in which they have tried to promote all association work. The suggestions and criticisms regarding subjects in which we are all interested are certainly an inspiration and help to us and no doubt they are read with much interest by you all.

In closing, I want to say that those Hardwaremen outside the association do not know what they are missing. Tell them about our meetings and get them interested in the work. Perhaps before the next meeting each of us can bring in a new name, and that would mean doubling our present membership. Let us all try and see what we can do along this line.

Secretary F. Alexander Chandler followed with a report showing the association's growth was on the increase, the active membership having almost doubled the past year.

The treasurer, Henry M. Sanders, made a report of the condition of the finances and reported there was shown to be a good balance in the treasury, where last year there had been a deficit.

After a discussion having reference to the great importance of so doing, on motion of J. B. Hunter, it was carried that the New England Association become a member of the National Retail Hardware Dealers' Association, which decision was immediately telegraphed to the national body, which were holding their convention at the same time at Minneapolis.

Officers.

The following officers were elected for the ensuing year:

President—J. B. Hunter, J. B. Hunter & Co., Boston.

First Vice-President—H. P. King, King & Dexter Co., Portland, Me.

Second Vice-President—S. H. Thompson, Thompson Hardware Co., Lowell, Mass.

Secretary—F. Alexander Chandler, Chandler & Farquhar Co., Boston.

Directors—D. Fletcher Barber, Chandler & Barber, Boston; Charles E. Adams, Adams Hardware Co., Lowell, Mass.; Bion C. Pierce, Pierce Hardware Co., Taunton, Mass.; Calvin M. Nichols, the Hoyt Co., Boston; Frank E. Peirson, Peirson Hardware Co., Pittsfield, Mass.

D. Fletcher Barber read a paper on

Why Should I Belong to a Hardware Dealers' Association?

as follows:

In the first place, I should say, because I am a man who lives and works among men and do not wish to be a hermit.

Second, I am in busines to stay, and consequently want to make all I can in a legitimate way.

Nearly every one of us can cite instances of some one in business who does not belong to any association. His favorite statement is, "I have always conducted my business myself and to suit myself, and I think I'll keep on doing so." Look at this man's stock and methods and compare them with some of the men who take the most active part in the work of association, "then choose ye." Why is it that these bright, aggressive, capable Hardwaremen who value their time as nothing else take the time and go to the expense of going to committee meetings and conventions, and by their voice and pen work for the welfare of the association to which they belong? It is because they realize that

CONDITIONS IN BUSINESS LIFE ARE RAPIDLY CHANGING

and that they must use every avenue open for the strengthening and improving of their business. They seem to be more unselfish than the "Stay-at-Homes." Why is this. It is because the more broad-minded a man becomes the more unselfish he will be. The selfish man is the narrow man and looks only at the present. He cannot build a good foundation for his business that will stand the stress of hard times.

Some of these avenues are the getting acquainted with men—manufacturers, jobbers and his brother retailers—learning their ways and

PROFITING BY THEIR SUCCESS AND FAILURE,

brightening up dull ideas and generally sharpening up the whole faculties, helping the association for the general good in matters covering the larger questions affecting the trade in general, such as postal regulations and conditions, credits and insurance, freight rates, rebates and other matters relating to common carriers, general laws affecting all or a particular locality, suggestions and requests to jobbers and manufacturers relating to matters directly affecting the retail trade. These are numerous and will come to us all.

Some of the subjects which appeal to the writer are: The selling by manufacturers or jobbers to the consumer, the simplifying and unifying of the same kinds of goods, finishes and numbers; the lessening of designs, and perhaps kinds, of Builders' Hardware; catalogue house competition, the discussion of stocks, their arrangement and care; help, window display, advertising, side lines, credits, etc.

When the wide-awake dealer has given careful thought and study to these subjects, and rubbed up against several score of bright men, he will return to his store with new thought and energy, and it will be strange if his business does not partake of his spirit of new ideas and spring into new life.

A smoker followed in which manufacturers joined to some extent in the discussion which ensued.

The catalogue house question was brought into play to be talked over. D. Fletcher Barber believed the best way to control the evil was that the manufacturer should sell direct to the catalogue house. F. E. Muzzy of the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., made a few remarks giving his company's experience of the question, and said:

"The catalogue house cannot be driven or legislated out of business, and will illustrate and price well-known Hardware brands. I asked one catalogue house to keep our goods out of its catalogue, and was told that they couldn't do it, for they could get no substitute for certain numbers of our goods. It is for the interest of the jobber and the retailer that the manufacturer sell direct to the catalogue houses and thus control their

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prices, so that the retail dealer can meet the catalogue house at a profit to himself. The catalogue house would be only too pleased to illustrate and price certain well-known factory brands and sell them at a loss and charge the loss to advertising. The manufacturer cannot block entirely their means of obtaining goods. The minute the prices are cut by the catalogue house, even if the manufacturer is trying to prevent it, the retailer, instead of co-operating with the manufacturer when he most needs the help, will discontinue handling the line until the trouble is adjusted to the retailer's satisfaction. The retailer will not stand behind the manufacturer during his fight. But after the manufacturer has spent his money then the retailers are ready to come to him.

Further discussion followed, in which Mr. Muzzy contended that competition was felt in small towns and suburbs of cities rather than in the large centers of trade.

The smoker was adjourned early to give the members an opportunity to prepare for the reception and dinner. After dinner which followed, President Sayward welcomed the guests and introduced D. Fletcher Barber as toastmaster.

The first speaker was

President Samuel A. Bigelow

of the National Hardware Association who spoke in part as follows:

There never was greater necessity for such an association and there was never more important work at hand. Catalogue house competition and Parcels Post bills in Congress go hand in hand. They are both born in the same brain and are supported from the same funds. The Parcels Post bill has been fought by both the National Jobbers' and Retailers' Associations. It received a temporary defeat in the last Congress, but its supporters are persistent. Every dealer throughout New England should be interested in this work and use his influence to defeat an evil that threatens his very existence. Individual work can do much, but associations can do more.

ASSOCIATION WORK PROMOTES THE TRUE MASONIC PRINCIPLES

of friendship and brotherly love. Meeting your competitor at these social gatherings you can often settle old piques and misunderstandings that have long been a menace to the profits of your business. To be up to date and progressive one needs to mingle with others having similar interests. New thoughts and new ideas will be exchanged to the mutual benefit of both.

It will be granted that the successful Hardware merchant must be possessed of more than average intelligence. To be alert, active and progressive is necessary for the conduct of business as it is done to-day. Bringing these bright minds together and discussing matters of mutual interest must necessarily elevate the standard of business methods.

A MERCHANT WOULD BE VERY DENSE

who could attend a Hardware convention and not carry away new thoughts and new ideas that would add materially to his happiness as well as to his financial benefit. Associations are necessary for mutual protection. Like the United States Navy, which we are told is necessary to insure our peace, so our associations stand as guardians of the rights of their members. Evidence of our united strength keeps away the enemy and exerts a powerful influence.

There never before existed a better feeling between the manufacturer, the jobber and the retailer. Each acknowledges his dependence on the other and works

IN HARMONY TO PROMOTE EACH OTHER'S WELFARE.

New England retailers have been backward in giving an active and earnest support to their association, while in the West new associations are being formed and old ones are prospering and rapidly increasing their membership. The evils the West is fighting are spreading to the East. Complaints are more and more frequent of the encroachment of the catalogue houses.

The remedy is in the hands of the Retail Hardware Dealers' Association.

YOUR ONLY SAFETY IS TO JOIN THE RANKS

and do your share in the fight. An able committee, composed of retailers and jobbers, is thoroughly organized and has your interests in charge, and deserves your hearty support.

It has been said that New England lacks many sources that make nations great. We have neither coal nor ores. We lack a very fertile soil, but we do have a people of lively genius, whose application has made New England prosper marvelously. Let us hope that a little more of this lively Yankee genius may be applied to develop a new interest in the New England Hardware Dealers' Association, and that its membership will soon include every retail Hardware dealer in New England.

The next speaker was H. P. King of Portland, Me., who read a paper on

How to Fit up a Retail Hardware Store

which possessed considerable interest for all present, and was in part as follows:

The most important suggestion in fitting up a Hardware store is this: Make your fixtures fit your goods. Don't buy shelving by the running foot and expect it to be as well adapted to 21-inch Wrenches as it is to 6-in slim taper Files.

First make a plan of your available floor space, then a complete list of goods to be kept in this space. In dividing the space to fit your goods bear in mind the idea of using different methods of keeping different classes of goods and thereby utilizing every available space. For instance, Car Bits will fill a shelf its full depth, but Gimlet Bits, faced up, will waste much room behind them. In such instances, and many others easily thought of, the use of drawers will be found very advantageous, particularly the galvanized iron drawers, sub-divided for small wares, like Bright Wire Goods, Wrought Goods, Etc. Not only does a drawer save space, but it brings to the customer at once numerous sizes from which to select, and avoids the necessity of opening boxes and the possibility of mixing covers in replacing, and also keeps the goods as clean and free from dust as if in their original packages.

One recommendation for drawers not to be treated with slight consideration is the improved appearance they give to the store.

ALL OF OUR BEST STORES IN EVERY CITY

attain much of their reputation and rank by the impression they make on the eye of the general public by their neat appearance, systematic arrangement, and up-to-date fittings. Even the color scheme is not lost, and the difference between a nicely finished natural wood drawer front, with a pull and label holder, and the old style box covered with green paper with a sample of the contents wired on the front is striking.

Wasted space is not the only objection to facing up small boxes on shelves;

IT OFTEN RESULTS IN GOODS BEING MISPLACED,

stock reported out and not found until inventory. In caring for heavy goods not boxed or wrapped by manufacturers, drawers and shelving are not adaptable; bins are more available, either with or without sliding doors, preferably the former. In deciding upon space to be used for shelving, drawers or bins there are these considerations:

1st. Classification of goods; tools, house trimmings, miscellaneous Hardware, etc.

2. Location of goods for convenience in handling and selling, as for instance heavy goods near the floor; goods most often called for nearest at hand.

With the various kinds of rolling ladders now in the market every store can use entire wall space, but light goods would naturally take the top shelves.

Quite as important as the system in the arrangement of goods is the system of sampling them. Any line of goods which includes many sizes or styles ought to be displayed for two reasons —your convenience and the customer's satisfaction.

AS A CONVENIENCE IT SAVES TIME AND LABOR OF THE CLERKS;

as a satisfaction to the customer it furnishes an opportunity for him to see all that you have, and avoids his having a feeling that he might have bought something more satisfactory if he had been shown the full assortment.

A sample with the price attached (marked in plain figures) is also an advantage in aiding the customer to decide quickly on the style of article wanted.

Method in sampling goods is in itself a subject that is worthy of discussion; but one principle ought to prevail in every method —place the samples where they can be easily seen and examined by the customer. Goods on drawer fronts 18 feet from the floor make a display, but of what use are they to the customer unless brought within reasonable distance?

A traveling man with a line of samples is more entertaining than one who shows only a catalogue—the goods speak for themselves, but what persuasive power is there in woodcuts? Why do all Hardware stores sample their line of Pocket Knives and Scissors? How much business would be possible if a few samples were displayed and the other patterns shown only on request of a customer? The principle

APPLIES TO ALL LINES OF GOODS WITH EQUAL EFFECT,

but the execution of the idea may be extended more or less according to the space to be used.

Customers waiting to be served often see articles that interest them and buy the same, having had no intention of making such a purchase when coming into the store. In cities having a foreign population some customers can only make their wants

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known by pointing to the article wanted; they have no knowledge of Hardware terms and often cannot speak our language.

We all know the value of window displays and some one has referred to show cases as "silent salesmen." The public like to look; give them a chance, and provide show windows, wall cases, floor cases, sample boards, either hung like doors or arranged as slides in cases; floor stands and other special devices for displaying particular lines of goods. Here is the opportunity for one to show ingenuity and individuality, to bring into action the result of observation and study, and to produce the best that can be provided under the circumstances, be they restricted or otherwise.

The subject of fixtures for show windows deserves much careful thought, for upon these fixtures depends largely the success and attractiveness of the display. The windows are used for such a variety of goods that many devices are necessary, such as hanging shelves, shelves or brackets that may be adjusted to different heights and angles, swinging wall brackets and various forms of false bottoms to be used as the window dresser may see fit. Mirrors add much to the attractiveness of any store window, and may be used with good effect in displaying certain lines.

Show cases for wall or floor are very important adjuncts to the list of fixtures, and the interior fittings of these cases are of endless variety, and should be selected for their adaptability to the many changes in the goods to be shown in the case from time to time.

ONE OF THE ELEMENTS OF SUCCESS

in the modern department stores is the fact that they have extensive floor space and numerous counters with goods exposed, so that the customer may examine them and the clerk can make a sale without climbing a ladder, reaching down behind the counter, or going into the cellar or some other part of the store to get the goods wanted.

Does it pay to fit up a Hardware store?

CONVENIENCES IN A STORE ARE LIKE COMFORTS IN A HOME.

Why is it not as necessary to have one as the other if you are to enjoy life? As to the results financially, there is no question of success; time proves it in various ways—larger sales, better profits, the commendation of the public, the congratulations of your regular customers, greater interest among your clerks and a feeling of conviction in your mind that the Hardware business is not altogether a grind, but is really worthy of a man's best thought and furnishes many an opportunity for indulging in higher aims and loftier ambitions.

A lady orchestra played during dinner, and also between the speeches.

Regrets were received from Hon. Herbert L. Parker, Attorney-General of Massachusetts; R. R. Williams, Hardware editor of the *Iron Age*; President Charles E. Adams, of the Massachusetts State Board of Trade, and George W. Corbin, of the Corbin Cabinet Lock Co.

The dinner was kept up till 10:30 P. M.

The proceedings on Thursday were given over to the social side of affairs, one of the features being a visit to the Automobile Show as the guests of the management.

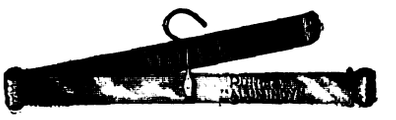
THE MASTERY OF DETAILS.

Among the factors counting for much in the business world is detail. Subordinates who have an eye to the future and to an improvement of their present condition, says The New York *Commercial*, should not underestimate the value of painstaking service. While there is only one right way of doing things, employers are often forced—for a time, at least—to accept and pay for unsatisfactory work on the part of employees. It ought to be borne constantly in mind that the moment an employee enters the realm of industry he comes into active competition with others who probably are his equal in ability, while others undoubtedly excel him in many directions. To rise from the ranks of the great industrial armies of to-day the ambitious subordinate must display qualities that distinguish him from the average employee.

In speaking recently of the worth of detail as a rung in the ladder of success, a man who now occupies a commanding position near the top in the administration of a great life insurance company had this to say: "When I began as a clerk at a small salary I endeavored to perform my routine with such care that every paper leaving my desk should be in perfect condition—no omissions or anything wrong that would necessitate the return of the paper to me. After a time I earned a reputation for exactness that soon resulted in my advancement to a more desirable position. From one grade to another I studied details; I have made that my hobby, if you please; and I feel sure that my success, in part at least, is due to my superiors' appreciation of this element in my business make-up. My advice to subordinates who want to climb up the ladder is to make the "detail" habit a conspicuous one. Let everything you do be thorough, so that nothing is left to be desired in whatever line you are engaged."

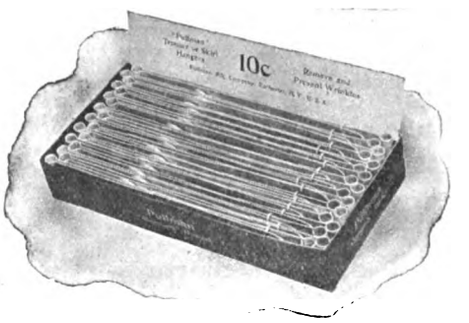
NO. 7 "PULLMAN" TROUSER AND SKIRT HANGER.

The Pullman Manufacturing Co., Rochester, N. Y., are placing upon the market the No. 7 "Pullman" Trouser Hanger which



NO. 7 "PULLMAN" TROUSER AND SKIRT HANGER.

we illustrate herewith. This useful appliance is made from a new metal called Alluminoy which will not rust. It is a flat hanger, taking up the smallest amount of space possible. It is made in one piece and will carry the heaviest garments. In

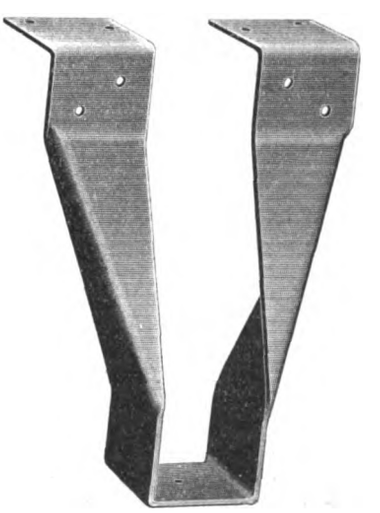


BOXED FOR COUNTER DISPLAY.

traveling, it can be carried in a dress suit case or bag and is always ready for use. Takes the bag out of the knees and creases the trousers properly, while for skirts it is well adapted for holding them without wrinkling, as the weight is evenly divided at the band. The No. 7 hanger is boxed for counter display.

LANE BROS.' CO. JOIST HANGERS.

Lane Bros.' Co., Poughkeepsie, N. Y., are adding Joist and Timber Hangers to their product this Spring, bringing out a full line of the design illustrated herewith. As may be surmised the hanger is made from mild steel bar stock of uniform width and thickness and is therefore of uniform tensile strength



LANE BROS.' CO. JOIST HANGERS.

throughout its length. It is formed of comparatively wide stock, to give broad bearing surfaces, by merely folding the metal, no part being twisted or stretched by the process of manufacture. The hanger fits snugly against the sides of the joist and beam and affords good nailing surfaces on both. The supporting hooks are parallel thus lending themselves to various convenient modifications of this part of the hanger, such as upwardly turned ends for setting in brick work, downwardly turned ends for hooking over timbers or "I" beams, or joining together to make double hangers as when a joist is supported on each side of a beam.

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OUR BRITISH LETTER.

(From Our Special Correspondent.)

London, March 13, 1905.

THE I. F. A. AND ITS PRESIDENT.

The officials of the Ironmongers' Federated Association have been busy during the past month carrying out several important matters affecting the welfare of the trade at large. It is pleasing to be able to note that the association movement in Great Britain is kept fully alive by the enthusiasm of several active and intelligent Hardwaremen, who have sufficiently large minds to recognize that while promoting the best interests of the Hardware trade in this country, they are also bettering their own positions, and improving the conditions under which they carry on retail trading. Unfortunately, the work of the Central Board has been somewhat clouded by the precarious health of the venerable president of the I. F. A., who at the present moment is lying dangerously ill at his residence, in the quaint old town of Poole, in Dorset. W. J. Bacon, who has had a life-long experience in the mysteries of Hardware, has, during the last few years, shown remarkable enthusiasm on behalf of the association work, and much of the progress which has taken place during recent times is owing to his untiring energy, and the initiation of schemes which have been so well carried out and engineered by Secretary Smith.

ASSISTANTS' EXAMINATION IN LONDON.

The scheme of the examination of assistants which was inaugurated last year at Manchester, by which the I. F. A. arranged to grant certificates of merit to ironmongers' assistants who were able to pass a certain standard, has proved very successful, and has already been beneficial to the nineteen candidates who carried off prizes and awards at the first examination. On March 2nd the second annual examination was held in London. Alderman Arthur Pond, the president of the London & Suburban Ironmongers' Association, was successful in obtaining permission to use Ironmongers' Hall on that occasion, and thus once more the ancient Guild of Ironmongers has been brought into touch with the Hardwaremen of the present day. The old Court Room of the hall and the Beadle's Long Parlor, which rooms were placed at the disposal of the association, were appropriate places for the apprentices and assistants of the present day to undergo a test of competency in the trade with which they have thrown in their lot. The examination was conducted with due decorum, the three examiners being, Councillor H. S. Timpson of Ealing, H. Haward of Tunbridge Wells and Percy Reed of Brighton, three men well acquainted with the different branches of Hardware, having a wide experience of the peculiar conditions under which retail ironmongery trade is conducted, making them well fitted for the post of examiners. The compulsory subjects included sixteen questions, eight of which had to be attempted, four, which were supposed to incorporate the chief vital features which go towards making up a competent assistant, were obligatory. In addition to the paper examination, the candidates were put through a severe test as to their knowledge of Hardware trading, by the examiners, in a somewhat lengthy *viva-voce* examination. The results of the examination which was entered into by twenty candidates, all of whom exhibited a smart appearance, and showed keen appreciation of the advantages of winning the coveted certificate, will be made known in due course.

IRONMONGERS AND THE CYCLE TRADE.

From time to time efforts have been made to induce ironmongers to take greater interest in the sale of cycles with more or less success. Unfortunately when the manufacture of bicycles became one of the standard industries of this country the Hardwaremen of the day took but little interest in this particular branch of the trade, and allowed an entirely new class of traders—cycle agents so-called—to spring up. However, during the last few years there has been a marked tendency towards taking over the cycle trade shown by retail ironmongers; and at the present time manufacturers, many of whom appear to be tired of selling to agents, so many of whom are of but mushroom growth, and have no fixed location, are making a strong bid for ironmongers' trade, and are appealing to retail Hardwaremen, pointing out to them the importance of this particular branch, and showing the advantages of coupling the cycle business to Hardware, especially in country districts. The sale of cycles includes much besides simple machines; indeed, the numerous accessories now considered necessary by cyclists embrace many side lines which naturally fall in with the general ironmongery business. The widespread use of motor cars and the employment of motor vehicles for commercial purposes by traders in all parts of Great Britain, has opened up a wide field for energetic traders, including the sale of petrol, motor lamps, and the accessories required in the up-keep of such vehicles. The whole of these goods when grouped together make a branch, the importance of which cannot well be overlooked. It is therefore satisfactory to note that Hardwaremen are more than ever turning their attention to this department, and that in all probability during the next year or so a very large number of ironmongers, who have hitherto held aloof from this trade, will take up a position among the cycle dealers and suppliers of motor accessories in this country.

THE CARPET SWEEPER QUESTION.

It is astonishing how, from time to time, questions arising out of very small beginnings seem to monopolize the whole thought of the trade, both manufacturers and retailers. This has been the case in the dispute which has been going on for some time past in connection with the carpet sweeper question. The whole matter is somewhat complicated, but may be briefly summed up in a few words. The Bissell Carpet Sweeper Company of America and Entwisle & Kenyon of Accrington, who respectively make "Bissell" and "Ewbank" sweepers, are the two leading manufacturers of these domestic necessaries, and "Bissell" and "Ewbank" sweepers may be seen in almost every ironmonger's window. The competition between the large storekeepers and retail ironmongers has always been keen, and James L. Pollitt, the British manager of the Bissell Carpet Sweeper Co., has been a firm friend to retail ironmongers in his perseverance in the price maintenance policy; carpet sweepers being the first price maintained goods in connection with the ironmongery trade. The grievance which has now sprung up consists largely in the fact that many of the large storekeepers in their endeavors to undersell retail ironmongers have forced the manufacturers to provide them with a class of sweeper cheaper than those which were price maintained. Several leading members of ironmongers' associations took up the question and made strenuous efforts to discover the origin of these low-priced sweepers, which bore striking resemblance to the well known patterns made by both Entwisle & Kenyon and the Bissell Carpet Sweeper Co. The matter was finally taken up by the venerable president of the I. F. A. and Secretary Smith, who were successful in arranging a meeting between the two leading manufacturers, resulting in an amicable settlement, and a statement of fact, which it is believed will provide a satisfactory solution of the problem, and enable the manufacturers to price maintain the goods sold by ironmongers; the chief point desired being that any sweepers sold at a low figure shall be distinctly different and marked in such a manner that they cannot be confused with price maintained goods.

GROCERS THINK IT AN OPPORTUNE TIME TO TAKE UP HARDWARE.

The members of the grocery trade, many of whom are closely allied with the large storekeepers in this country, have always dabbled in ironmongery—but only to a very limited extent. The connection between grocers and Hardwaremen is more apparent in the larger shops of country villages and rural hamlets, where the local grocer makes no secret of his desire to sell brushes, cleaning materials, and sundry articles of ironmongery, especially tinware and culinary utensils. The town grocer, however, has hitherto held aloof from any goods other than kitchen sundries, although the gradual introduction of the prize bonus system which has been introduced by many of the smaller storekeepers and grocers has led to the so-called free gifts of coal boxes, lamps and other sundry Hardware articles, to the injury of retail ironmongers. Lamps may be instanced as one of the features in which the grocery and Hardware businesses overlap; indeed the sale of lamps has become so important a feature in country grocers' businesses that the Trades Markets and Exhibitions Ltd., who hold an annual grocery exhibition at the Agricultural Hall, London, have for several years past offered a prize for the best cheap safety lamp, one that will prevent the possibility of accident and minimize the risk of using petroleum. According to many of the leading authorities in the grocery world that trade now considers that the time is opportune for taking up the sale of ironmongery to a much greater extent, and there are indications that ere long grocers will add ironmongery departments just as in the same way they have been in the habit of taking on glass, china and earthenware, which trade, it may be remarked, has always been an uncertain department, apparently the property of either grocer, draper, Hardwareman or any other retailer who chooses to take it up.

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HELPING THE DEALER.

The Pike Manufacturing Co., Pike, N. H., have earned the everlasting gratitude of retail dealers and at the same time, no doubt, an increase in orders by their recent action in placing in the dealers' hands display cases containing Pike goods, so arranged that they practically act as their own salesman. In putting out these boxes they are doing what so many manufacturers fail to do—helping the dealer sell goods—and in their particular line of goods this action should be especially pleasing to the dealer, inasmuch as few dealers are—or, for that matter, could be expected to be—well posted on the uses of each article in Pike's varied assortment of edge producers.

In announcing the "coming out" of the new boxes Pike Manufacturing Co. says:

"Realizing that the average retail dealer is not carrying a complete assortment of sharpening stones, that perhaps he is not always giving the stock he has the necessary display to induce sales, and realizing that an assortment of any class of goods in an attractive display box is preferred by all dealers, we have been led to make an innovation in our line of business, by offering on the market an Assorted Oilstone Box and an Assorted Scythe-



ASSORTED OIL STONE BOX.

stone Box. We believe these are the best things we have ever put on the market, and that they will very largely increase your trade and profits in sharpening stones."

The Assorted Oilstone Box, which we illustrate herewith, is attractively gotten up, and contains an assortment of oilstones that should readily meet with sale. It is not too large to be placed on a counter, its measurements being 16½ in. long by 11¾ in. wide by 9½ in. deep. Each case contains a supply of printed matter for free distribution. A box of this kind enables the dealer to carry a small, choice assortment of goods, attractively displayed. To get the same assortment of goods in any other way, at equal prices, would entail a larger investment, take up more valuable room on the shelves or counter, and even then, not be in as attractive shape. Each stone is plainly marked with selling price, name and purpose for which it is best adapted, thus enabling the dealer to sell, and the purchaser to buy, intelligently.

In the "Oilstone booklet," a liberal supply of which accompanies each box, is the following:

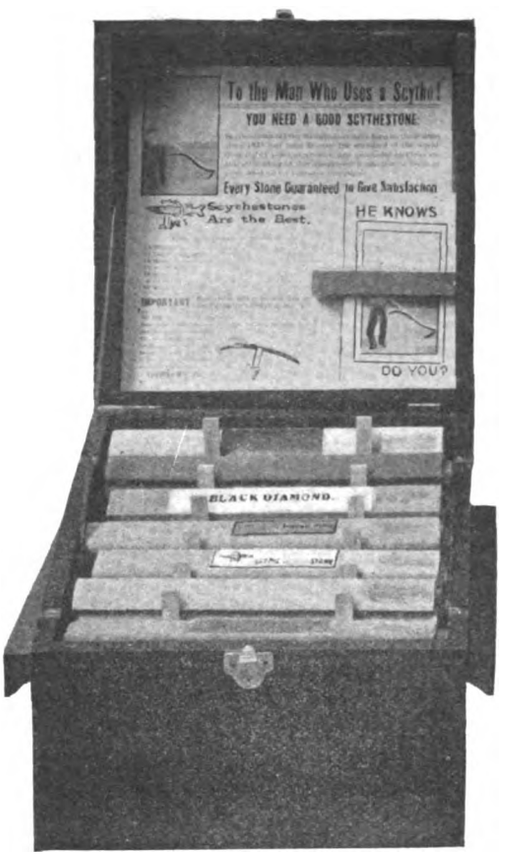
"The first point to be considered in selecting an oilstone is the purpose for which it is required; many mechanics make the common mistake of expecting one oilstone to answer all purposes. It would be just as reasonable for a carpenter to use a coarse-tooth saw on fine cabinet work, as to expect a coarse-grained, fast-cutting oilstone to impart a fine razor edge."

The Oilstone box contains 66 different articles, comprising 26 different varieties of oilstones. The list of articles, with retail price of each, is plainly printed on the inside of the cover, which, when the box is open, is in plain view of the customer.

The Assorted Scythe stone box, which is also illustrated herewith, is on the same general style as the Oilstone box and measures 10½ inches long by 12 inches wide by 10½ inches deep. This box contains one dozen each of six different kinds of scythe stones and eight "Corundum" scythe stones. In the inside of the cover is an attractively printed card, on which is set forth the names and uses of the different scythe stones and the retail prices of each. A more detailed description of these goods is given in the folders, a supply of which is carried on the inside of the cover. The introduction to this folder is interesting; it reads as follows:

"Eighty-two years ago, way back in the hills of Old New Hampshire, was discovered a ledge of rock, the pieces of which when used on a knife or scythe, demonstrated its wonderful cutting qualities. A primitive mill was erected; women and children worked at the rubbing wheels shaping the stones for the market. When finished the stones were peddled about the surrounding country and even were sent down the Connecticut River to the great city.

"Year by year their name and fame spread; the little mill was supplanted by a larger one; this in turn gave away to another and still the sale of this remarkable stone increased. Year succeeded year and with each succeeding year came larger sales. One line of Scythestones was not sufficient to meet trade demands. From other parts of New Hampshire came stones of different grit, but of equal merit. From across the river in Vermont came another



ASSORTED SCYTHE STONE BOX.

grit. The little business, started in such a modest way, developed year by year; the Scythestones were sent all over the world. To-day the name and fame of Pike's Scythestones are known everywhere. So out of the modest and primitive industry started in 1823, has grown a world-wide business.

"Goods that have stood the test for more than three-quarters of a century and are to-day recognized as the world's best product in their line, are the goods you want to buy, and buy again. You may be sure that a reputation built up by the unremitting efforts of so many years will not be jeopardized by lending itself to any article of inferior merit. On this we base our claim to your confidence."

These boxes are being placed in the hands of the retail dealers on ninety days' trial, with a discount of 2% for cash within thirty days and at a price that leaves a good profit for the dealer. Every stone in every assortment is guaranteed to give satisfaction to the user, and all unsold or unsatisfactory goods may be returned to be exchanged for new goods or for whatever has been paid for them.

Taken altogether, the Pike Manufacturing Co. is offering the retailers a "square deal" in every particular.

SAXON INDUSTRIAL SCHOOLS.

There are seven industrial schools in Saxony which have been founded for the sole purpose of training young men to become competent and skillful locksmiths and blacksmiths. These schools are supported in the first instance by the blacksmith and locksmith guilds of Saxony. They also receive annual subventions from the Saxon Government, and private individuals from time to time aid them with voluntary contributions.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bellingham, Wash.—The Blake Hardware Co. has been incorporated with a capital stock of $9,500.

Emmetsburg, Iowa.—The Palo Alto Hardware and Implement Co. has been incorporated. Capital, $15,000. Incorporators: John Peters and others.

Essex, Iowa.—Earl McClain has engaged in the Hardware and furniture business.

Groesbeck, Tex.—The Groesbeck Hardware Co. has been incorporated. Capital stock, $3,000. Incorporators: Lester L. Brown, Young Jones and Osborne Kennedy.

Kankakee, Ill.—Edward Irps, Jr., will open a Hardware store here in a short time.

Middletown, N. Y.—A company, composed of George A. Swalm, Sr., George A. Swalm, Jr., and Charles C. Foss, has been incorporated to carry on the Hardware business of G. A. Swalm & Son. The new concern will be known as George A. Swalm & Son Co. The capital stock of the company is $40,000 and the Board of Directors is composed of all three gentlemen comprising the company.

Muskegon, Mich.—The Alberts Hardware Co. has been incorporated. The capitalization is $5,000, with Abner Alberts, John F. Murdock and Mrs. Abner Alberts the shareholders. The company has opened a Hardware store at 46 Pine Street in the Newton Block.

Oakland, Iowa.—William Jackson has engaged in the Hardware and implement business.

Pittsfield, Mass.—The Hardware & Mill Supply Co., 126 North Street, has been incorporated. President, J. A. DeCamp; treasurer, W. S. Smith. Capital stock, $15,000.

Seattle, Wash.—K. R. Stewart has engaged in the Hardware and crockery business.

Seattle, Wash.—The Enterprise Plumbing and Tinning Co. has been incorporated. Capital stock, $6,000.

Somerville, Mass.—A. E. Salt, of Melrose, will shortly open a Hardware and plumbing store on College Avenue.

Springfield, Ohio.—The Wilbur F. Tuttle Hardware Co. has been incorporated. Capital, $15,000. Incorporators: W. F. Tuttle, L. Floyd Routzahn, Silas W. Printz, C. W. Minnich, C. O. Hayes and W. J. Stickney.

Twin Falls, Idaho.—H. J. Johnson has established himself in the Hardware and implement business.

Tigerton, Wis.—The L. C. Arps Hardware Co. has been incorporated. Capital stock, $15,000. Incorporators: H. F. Leverenz, Clara Leverenz, L. C. Arps.

Whitney's Point, N. Y.—Philo H. Landers has opened a new Hardware store and has received a fine stock of goods.

York City, Pa.—M. L. Bingley, formerly with the Baltimore firm of Martin Kesmodel, Jr., has removed to this city and has opened a first-class cutlery store at 131 North George Street. Mr. Bingley will make a specialty of grinding, sharpening and honing.

Changes.

Adairsville, Ga.—Rosser Thomas has bought out the interest of Thomas Lewis in the Lewis & Hightower Co. and has taken charge.

Ashland, Ky.—The Ashland Hardware Co. is moving its stock of goods into its new quarters in the O'Kelly Block, on Fifteenth Street.

Attica, N. Y.—The Hardware business of the firm of Ballsmith & Pilgrim, of this village, has been sold to Nicholas Reding.

Augusta, Me.—The Brooks Hardware Co. are preparing for an increase of business by building a new storehouse 40x60 feet.

Avard, Okla.—Henry Pankratz has succeeded to the Hardware business of Pankratz & Leech.

Baltimore, Md.—Lyon, Conklin & Co. have just taken possession of their new and commodious warehouses in Nos. 13, 15, 17 and 19 Balderston Street.

Barnesville, Kan.—The Barnesville Merc. Co. has purchased the stock of Hardware, etc., of Elias Merrell.

Brazilton, Kan.—C. F. Stockton has purchased the Hardware business of F. J. Boller.

Broken Bow, Neb.—Martin J. Bates has purchased the interest of Eli Armstrong in the Hardware and implement business of Rockwell & Armstrong.

Bryant, S. D.—E. S. Dunn & Co. have purchased the Hardware and implement business of Bork & Hansen.

Caldwell, Kan.—William Scribner has succeeded to the Hardware business of T. A. Scribner.

Candor, N. Y.—A. C. Hart has sold his Hardware store to L. J. Hollister, of Caroline. Mr. Hollister has taken possession and is conducting the business.

Chancellor, S. D.—H. P. Temple has sold his Hardware business to Winne & Hornick.

Clayville, N. Y.—George H. Greene has sold his Hardware stock and good will to Edward F. Bohan.

Coggon, Iowa.—C. I. Fawley has succeeded to the Hardware business of Fawley & Wink.

Corinth, N. Y.—The firm of White & Potter, who have done a retail Hardware and plumbing business on Palmer Avenue, have dissolved by Mr. White purchasing Mr. Potter's interests. He will conduct the business as before.

Cortland, N. Y.—The Hardware firm of Buck & Lane, which has been doing business here for the past fourteen years, has been dissolved, Mr. Lane leaving the firm. The business will be continued by the senior member.

Dwight, Kan.—Bert Cold has purchased a half interest in the Hardware business of C. L. Holschouser.

East Bloomfield, N. Y.—Charles Donohue has sold his Hardware and agricultural business to Frank Forsyth.

Elmo, Kan.—A. L. Schroeder has succeeded to the Hardware business of Hoffman & Gutsch.

Fort Scott, Kan.—Sherwood Drake has bought out his father's interest in the Drake Hardware Co and he and his brother Charles as equal owners will conduct the business.

Galesburg, Ill.—E. H. Youell has purchased the Hughel Hardware store on Main Street and will conduct the business in the future.

Glasgow, Mo.—E. E. Rall has been succeeded in the Hardware business by Rall & Burkhardt.

Goff, Kan.—A. R. Howland has purchased the Hardware business of Berridge Bros.

Harvard, Neb.—Hill & Tucker have sold their Hardware business to Mr. Patterson.

Heburn, Iowa.—Brownlee Bros. have sold their Hardware business to Winter Bros.

Hillsboro, Iowa.—Mowery & Lewis have sold their Hardware business to G. W. McReynolds.

Humboldt, Neb.—Wozab & Ford have been succeeded in the Hardware and furniture business by J. F. Wozab.

Jamesport, Mo.—C. M. Potter has sold his Hardware and implement business to Abbond & Bond.

Knox City, Mo.—M. L. Cochrum has purchased the Hardware business of Wolter Bros.

Lake Odessa, Mich. — Bernard S. Schmehl, of the firm of Scheidt & Schmehl, has disposed of his interest in the general Hardware and stove business to his partner, James S. Scheidt, who will continue under his own name.

Lexington, Ky.—The Hardware store belonging to Houlihan Bros., on West Main Street, has been purchased by Payne & Beard, and the two stores will be consolidated. The purchasers have conducted a Hardware store on North Broadway for a number of years and have built up a large business.

Lee, Mass.—Willis A. and Charles H. Pease have bought of Mrs. M. H. Pease, Mrs. H. Williams and Miss Clara Pease, of Springfield, their interest in the M. H. Pease & Co. Hardware business, and will conduct it under the name of the Pease Hardware Co.

Limerick, Me.—W. W. Gayne, of this city, has purchased the Hardware stock formerly owned by the late John P. Fogg.

Madrid, Iowa.—E. A. Stover has sold his Hardware business to George Hulton.

Manitan, Colo.—James Benson has sold his Hardware and furniture business to T. H. C. Hilligos.

Manlius, N. Y.—Henry Peters has sold his Hardware and plumbing business to his brother, William, and will move to Syracuse.

Mt. Vernon, Tex.—Hill & Morris have been succeeded in the Hardware and furniture business by G. P. Hill.

Ontario, N. Y.—Samuel Hogeboom has bought Mr. Eaton's share in the Hardware business of Barker & Eaton. Mr. Eaton will go to Perry, where, in partnership with Eugene Sanders, he will conduct a Hardware store.

Osceola, Neb.—The Osceola Hardware & Furniture Co. has changed ownership to the extent that H. F. Henderson retires, selling his stock to Carl M. Nelson, who moves here from Stromsburg.

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What is Next in Importance To Your Screen Door Trade?

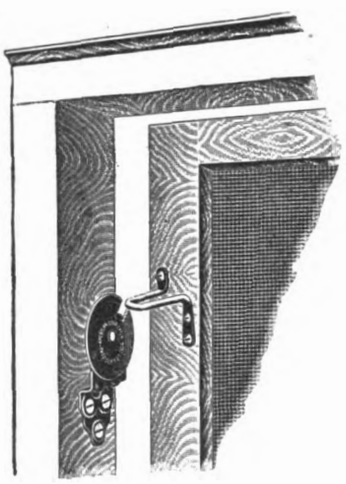
The American Door Catch.

Here's Our Reason:

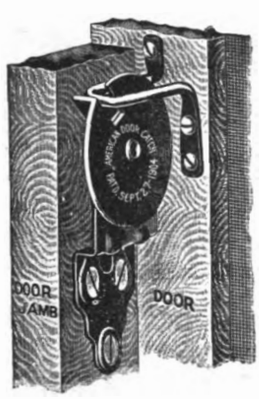
The American Door Catch is a durable, all-metal catch so simple in construction it *can't* get out of order.



It works quietly and accutraely, catching the door on the return swing and holding it firmly against the casing. On opening the door the catch releases its hold easily. It won't lock, bind nor allow the door to rebound.



Each catch is packed in an envelope with necessary screws, instructions and a cardboard Templet. With this templet and a screw driver a woman can attach the American Door Catch as easily as an experienced carpenter. The American Door Catch is adapted for cupboard doors, storm doors or wherever a door is to be kept closed.



See the Circle Action
It goes over the center

Packed 12 envelopes in a handsome carton with swing cover showing descriptive display cards.

A Working Model will be sent express prepaid, no charges whatever, on request.

Write to-day.

American Hardware Mfg. Co.
72 Fulton St., OTTAWA, ILL.

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The Comfort Swing Chair

The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price **$3.50** f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR



THERE'S A HEAP O' SATISFACTION

in a name—a name that stands for bestness—best quality.

Take Axle Grease for instance: if there's any kind that gives all-a-round and lasting satisfaction, it's

FRAZER'S AXLE GREASE.

Its the Grease of quality; puts all the "just as good as" Frazer kind in the shade. Sells quickest; lasts longest. Sold in boxes, cans, pails, kegs, barrels. The question is: how mnch do you need?

FRAZER LUBRICATOR COMPANY,
85 Murray St., New York.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published,

New Incorporations, Etc.

Anderson, Ind.—The Hill Tool Co. and the Standard Manufacturing Co. have pooled their interests and reorganized as the Hill-Standard Manufacturing Co. Hugh Hill heads the directory. Capital stock, $20,000.

Appleton, N. Y.—Bacon & Co. has been incorporated. Capital, $10,000, and directors: John Bacon, Henrietta S. Bacon, Appleton; H. V. Stoddard, Buffalo.

Battle Creek, Mich.—The Koalandair Furnace Co. has been incorporated, with $10,000 capital.

Birmingham, Ala.—The Birmingham Stove and Foundry Co. has been incorporated by H. F. Maus, J. M. Jolley, Ed. M. Chestnutt, J. B. Gibson, W. C. Estes, C. E. Thomas and T. F. Wimberly. Capital stock, $25,000. President, J. B. Gibson; vice-president, H. D. Maus; secretary, E. C. Chestnutt, and treasurer, J. M. Jolley.

Bridgeport, Conn.—The Bridgeport Wire Goods Co. has been organized. The company will begin business with a capital stock of $2,500, all of which has been subscribed.

Chicago, Ill.—The Murphy-Dugger-Clark Co. has been incorporated. Capital, $10,000. Manufacture construction Hardware. Incorporators: John B. Murphy, Samuel C. Dugger, Marshall Clark.

Chicago, Ill.—The S. & S. Automatic Grate Co. has been incorporated. Capital, $15,000. Manufacture grates. Incorporators: Frederick Schneck, Hubert Straeten, Harry Wolterding.

Columbus, Ohio.—The Uneedme Tool Co. has been incorporated. $5,000 capital stock. Incorporators: Joseph Schonthal, C. M. Taylor, M. M. Phenics, Charles R. McCauley and C. A. Howell.

Canton, Ohio.—On February 28th a local company, composed of Mayor Hanlon, J. L. Andrews, Lewis Thompson and Sheriff Dewolf, secured the territorial rights for all the States east of the Mississippi River and they will at once make arrangements for the manufacture of the gate in this city and will place it on the market. They expect before long to keep a large force of men busy in the manufacture of this article, and to that end will look about for a suitable location for their factory.

Eddystone, Pa.—The High Duty Saw and Tool Co. is the name of a new corporation which has been incorporated to manufacture high grades of tools.

Ft. Branch, Ind.—The Ft. Branch Implement Co. has been incorporated. Capital stock, $15,000. Directors, Hugh D. McGary, James D. Foster and C. W. Slinkard.

Ft. Wayne, Ind.—D. F. Valentine will engage in the manufacture and sale of a new oil gas stove.

Galesburg, Ill.—The Galesburg Grain Separator Co. has been incorporated. Capital, $25,000. Manufacture agricultural machinery. Incorporators: Bates C. Benson, H. M. Chase, O. J. Colton.

Greenfield, Mass.—Conant & Donelson, manufacturers of screw plates, have incorporated as the Conant & Donelson Co., with an authorized capital stock of $25,000.

New York, N. Y.—The Arthur Janes Co. has been incorporated to manufacture stoves, etc. Capital stock, $10,000. Incorporators: A. Janes, T. Smith, T. Faber, all of New York.

Louisville, Ky.—The Ohio Falls Tools Works has been incorporated. The capital stock is placed at $20,000. The incorporators are: Herman Berner, Charles Ferst, Joseph L. Haag and B. T. Gividen, with twenty-five shares each.

Marinette, Wis.—A large Brush and Broom factory and a woodenware factory are to be erected and managed by the Sawyer-Goodman Co. It is expected they will be in operation by next Fall.

Minneapolis, Minn. — The Minnesota Cream Separator Co., Minneapolis, has been incorporated, capital stock, $50,000, to manufacture creamery machinery and separators. Incorporators, officers and directors: Willard A. Odell, president; LeRoy B. Munuger, vice-president; George Dirimple, secretary and treasurer.

Mt. Clemens, Mich.—The Howard C. Wade Co. has been incorporated to manufacture and sell furniture, Hardware, etc. Capital stock, $71,000.

New York, N. Y.—The Tear and Key Tap Can Co. has been incorporated. Manufacturers of tools, etc. Capital, $10,000. Incorporators: R. M. Farrios, J. Brewster, E. Gentzel, all of New York.

New York, N. Y.—The Simple Machine Co. of America has been incorporated. Hardware. Capital, $50,000. Directors: Aaron Winkler, W. M. Murphy, Edward Coleman, New York.

Newark, N. J.—The Cre-Faitoute Co. has been incorporated. Office, 17 Orchard Street. Agent in charge, Mortimer A. Johnson, Jr. Capital stock, $50,000. Incorporators: William P. Coe, Moses W. Faitoute, Mortimer A. Johnson, Jr. The company is to manufacture and deal in Hardware.

North Sydney, N. S.—The A. C. Thompson Co. has decided to erect a nail factory, with a capacity of from 75,000 to 100,000 kegs a year. They will locate their plant in Sydney or North Sydney. They will also install a wire drawing plant which will enable the company to add other nail producing machines.

Providence, R. I.—The Eastern Nail Co. has been incorporated. Incorporators are Charles H. Tappen, James S. Kenyon and Claude A. Ball. The purpose of the corporation is for engaging in the business of manufacturing, buying, selling and dealing in nails, Hardware and other articles.

Rochester, N. Y.—The Economy Separator Co. has been incorporated. Agricultural implements. Capital, $100,000. Directors: W. H. Wray, C. F. Wray and Cornelia F. Wray, of Rochester.

Springfield, Ill.—The Mattoon stove foundry has commenced operations. The plant that cost the people of that city several thousand dollars, and which for a while resembled a white elephant, is now at work producing stoves. Ex-employees of the factory who were working in Michigan have arrived in the city and were given their old places.

St. Paul, Minn.—The Manteufel Refrigerator Co. has been incorporated. Capital stock, $10,000. Incorporators: William Manteufel, Benjamin B. Shipman and Matthew W. Carpenter.

Youngstown, Ohio.—The Ruth Washing Machine Co. has been incorporated, $10,000, by John S. Ruth, J. B. Kerr, Ellsworth Owens, Frank Miller and John Owens.

Changes.

Auburn, N. Y.—The capital stock of the Columbian Rope Co. has been increased from $600,000 to $1,000,000.

Bradford, Pa.—The affairs of the W. R. Case & Son Cutlery Co. have been settled, and the company has leased a room in the Hazelton Block on Mechanic Street, which will be used as a temporary office and wareroom until the new factory on Bank and Howard Streets is completed. Messrs. Case and son have at the present time over $30,000 in finished stock and good accounts with which to commence business. The greater part of the sum mentioned is in goods which will be brought to Bradford from Little Valley and Eldred as soon as the local store has been prepared to receive it.

Chicago, Ill.—A new plant for the Joy stove works is to be built at Eighteenth Place and Western Avenue. It will be three stories high, 75x150 feet, of brick and stone, and will cost $25,000.

Columbus, Ohio.—The United States Hoe and Tool Co. has bids under consideration for the erection of four factory buildings, having a total length of 700 feet and an average width of 40 feet. When completed the plant will employ in the neighborhood of 150 men. The work of construction will start at once and the factories are to be ready for occupancy on July 1. Electric power will be used throughout the plant.

Detroit, Mich.—The Art Stove Co. has increased its capital stock from $200,000 to $350,000.

Fremont, Ohio.—J. H. Diedler, who has been selling files under the name of the Buckeye File Co., has sold out to local parties. This is only the start of a mammoth bill file combine, which will merge all the smaller file companies into one concern and manufacture bill files and account pads on an extensive scale.

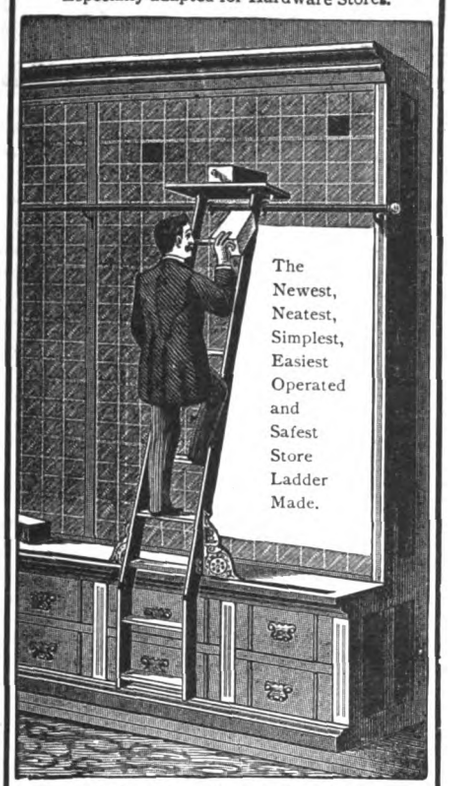
Greenfield, Mass.—The Goodell-Pratt Co., maunfacturers of mechanics' tools, has recently opened a store in London, where a complete stock of its products is carried in No. 149 Queen Victoria Street.

Greenfield, Mass.—The Goodell Tool Co. is now thoroughly established in their own factory. Considerable new machinery has been added to that moved from the old quarters and the number of employees has been increased one-third.

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ATTORNEYS-AT-LAW.
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Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.
WRITE US.
THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ,ILL.

Sargent's Gem Food Chopper



is sold by leading jobbers everywhere. You can get a stock quickly so as to supply the women of your vicinity who need the Gem in their kitchens.

The fact that the Gem is such a useful—yes, indispensable—household utensil is becoming known to thousands of women. We are advertising extensively to make its merits known and in all our advertising we state that the Gem is sold by hardware dealers. That is the story in brief, and it shows that there is

An Opportunity for Every Hardware Dealer

—an opportunity to increase profits by taking hold of this popular article and pushing its sale. It is easy to sell the Gem; housekeepers want it as soon as they learn of it through our advertising. It will help if you make use of some of the attractive advertising matter we furnish for local use—showcards, slips and electrotyped ads; also Cook Books, so that you can present one with each chopper sold.

SARGENT & CO., MANUFACTURERS,
NEW HAVEN, CONN. NEW YORK. CHICAGO. PHILADELPHIA. BOSTON.

BOX STRAPPING OF ALL KINDS
BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
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Drum Up Your Trade
With A Line Of
ARCADE GOODS

They please the most discriminating customer and bring profits to progressive dealers. A particularly satisfactory combination.

Send for Samples and Personally Examine our Line of Business Builders
WRITE FOR OUR NEW CATALOG - WRITE TO-DAY

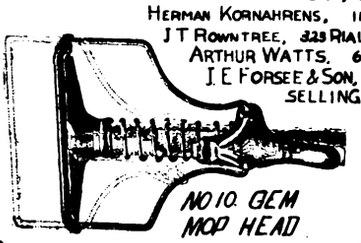
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THE IMPERIAL COFFEE MILL
A durable-saleable mill. Built for rough work. Equipped with sliding cover and patent regulating lock nut
Send for Sample.



PERFECT LEMON SQUEEZER
For family use. Highly polished frame. Heavily tinned. A hot weather seller.
Send for Sample.



NO 10 GEM MOP HEAD
Made of one piece steel thoroughly tinned. 25% lighter than cast iron. Either plain or stained hardwood handles. Send for Sample



JEWEL CAKE TURNER
An all steel kitchen utensil. Better in every way than the wooden handled turner. Very light and easily cleaned. The serpentine handle gives a firm cool grip
Send for Sample



CHAMPION CORK PULLER AND RE-CORKER
For family or bar use. Handsomely finished in Arcadian bronze or nickle plate. Working parts of the best oil tempered steel. Warranted to stand hardest work.
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THE BELL COFFEE MILL
Air tight. Adjustable high speed grinders. Wood work finished in antique oak. Metal parts in Arcadian bronze or oxidized copper.
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BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, Ohio.—The Stein Double Cushion Tire Co. has been incorporated. Capital, $100,000. Incorporators: Jacob Neuman, Joseph Frankel, Jacob Laudersman, Jacob Selmanovitz.

Columbus, Ohio.—The Consumers' Supply Co. has been incorporated. Capital stock, $5,000. Incorporators: M. E. Stover, Charles T. Warner, Jay Gaines, H. J. Geimberger and Charles E. Barr. They will make glass gasoline engines and automobile parts.

Minneapolis, Minn.—The Traveling Hobby Horse Co. has been incorporated. Capital stock, $100,000. Incorporators: John W. Lanning, E. E. Austin, G. W. Turner, J. T. Getty and Benjamin F. Fowler, all of Minneapolis.

North Blanford, Mass.—John E. Cooney has engaged in the manufacture of plane blocks and baseball bats.

St. Louis, Mo.—The St. Louis Tent, Awning and Fish Net Co. has been incorporated. Capital, $20,000. Incorporators: Charles W. Martin, W. B. Flynn and D. Walker Wear.

South Orange, N. J.—The South Orange Motor Car Co. has been incorporated, No. 108 Prospect Street. Automobile and bicycle business. Capital, $100,000. Incorporators: Fred. Ardrey, Alick Merriman, Everly Merriman, all of South Orange, N. J.

Changes.

Akron, Ohio.—The Swinehart Clincher Tire and Rubber Co. has purchased its own plant. The company has purchased the plant of the Rubber Specialty Co. and whatever interest the Federal Rubber Co. has in it for $40,000. The plant of the Rubber Specialty Co. is at the corner of North Howard and North Streets, is a three-story brick building, with a 65-foot frontage on Howard Street, and running back 200 feet. It is fully equipped with machinery, although a number of alterations and improvements will be made by the Swinehart company, which will require a month before active operations can be begun. The Swinehart company is incorporated for $100,000. Its officers are: President, J. A. Swinehart; secretary, Benjamin C. Swinehart; treasurer, Howard Siegrist. These, with Henry Feuchter and F. E. Ream, constitute the Board of Directors.

Hartford, Conn.—A. H. Pomeroy has sold his business at 96-98 Asylum Street to Harris Parker, of New Rochelle, N. Y., who will continue the same lines of merchandise and will add rubber goods, sporting goods and other specialties. Mr. Parker was for several years with the Willimantic Linen Co. in the local office, and was afterwards New England manager of the Crawford Bicycle Co. until its absorption by the trust.

Lowell, Mass.—Mr. George H. Bachelder, bicycle dealer of Post Office Avenue, has opened a branch store at 344 Westford Street. Mr. Bachelder, besides his regular line of bicycle repairing, is contemplating the equipment of his new place for automobile repairing.

Toledo, Ohio.—Dudley and Frank A. Pheatt, who have been engaged in gunsmithing and repairing at 604 Summit Street for the past twenty-five years, will remove to their new location on Summit Street, near Locust. The Pheatt Bros. erected the building last Summer.

Fires.

Boulder, Colo.—The gun and bicycle store of Thomas Hussie was destroyed by fire on the night of February 12. Mr. Hussie's insurance was $2,500, which only partially covers the loss.

Hoffmanville, Md.—The Rockdale Powder Mills, near here, were the scene of a disastrous explosion on February 8, three employees being seriously injured. The disaster occurred while one of the workmen was moving 1,200 pounds of powder, which was on plates and required to be transferred for drying. Damages to the plant are estimated at $2,000.

Swanton, Vt.—An explosion recently wrecked the mixing plant of the Robin Hood Powder Co., of this place, the financial loss being about $1,500.

Embarrassments.

Little Falls, N. Y.—J. W. Maltby, a dealer in bicycles and proprietor of a machine shop, has made a general assignment in favor of Charles Maltby.

Somerville, Mass.—The Morse Novelties Co., bicycle supplies, has filed a petition in bankruptcy. Assets, $300; liabilities, $2,600.

Miscellaneous.

Paris, France.—Sport glorified, sport in every conceivable shape, sport represented by every nation—such are a few of the ideas which the committee appointed this week by the French Government will endeavor to carry out in the great exposition des divertir of 1907. On the committee are many influential men associated with various forms of sport, and automobilism in particular takes a very important place. The site of the exhibition will probably be the Champs de Mars, and the occasion will be marked by a vast programme of international trials and contests in every branch of sport. The technical and industrial side of the matter will not be overlooked, although the primary idea is to encourage sport for sport's sake. The development of sport and athleticism in France has been very marked of recent years, and it denotes a keen desire to improve the national physique. Especially notable is the spread of such English games as football and cross-country running. The exposition des divertir will further encourage healthful pastimes, and will no doubt have a very salutary effect on the physical condition of the people.

Sharon, Pa.—The Sharon plant of the Brigg-Seabury corporation is now finishing several three-pound Rapid Firing Guns of modern design. When the plant is running full the company expects to make rapid-fire guns from one up to six inches in size. The company will have an investment of $1,000,000 when the plant is completed.

Minneapolis, Minn.—At the recent meeting of the Minneapolis Cycle Trade Association it was reported that the different shops throughout the city have at present all they can do in the line of repairing wheels and supply the demand for new ones. Financially, the bicycle path fund is in better shape than last year, having over $1,500 on hand. Ten thousand tags have been ordered.

Wilmington, Del.—The United States Court of Appeals has decided that the smokeless powder manufactured by the E. I. DuPont de Nemours Co. is not an infringement on patents held by Wolff & Co., of Germany. The decision sustains the lower court, which refused to grant an injunction to restrain the DuPont company from manufacturing powder by the process and formula at present employed.

HARDWARE DEALERS' RECORD.

Continued.

Quinby, Iowa.—Horton & Siefkin have sold their Hardware business to W. W. Burcham.

Rothville, Mo.—Allen & Carmichael have sold their Hardware business to H. B. Tregant.

Salt Lake City, Utah.—The Salt Lake Hardware Co. has bought out the business and good will of the Salt Lake Saddlery Co., the transfer to be made shortly, and T. R. Black will remain with the Hardware company.

Smithfield, Neb.—Charles Strickler has sold his Hardware business to Henry Hatcher.

Southbridge, R. I.—The Hardware business of the W. H. Clarke estate and Oldham & Ranahan, plumbers and steamfitters, have consolidated and will be known as the firm of Oldham & Ranahan Co., which consists of Mrs. Ella F. Clarke, Harry P. Oldham and John Ranahan.

St. Louis, Mo.—The Simmons Hardware Co. has purchased the entire stock of merchandise and good will of the Nelson-Bouquet-Holliday Hardware Co., of Minneapolis, Minn. It is the intention of the Simmons company to use this stock as a nucleus for a complete line of tools and Hardware, with which to serve its retail Hardware trade in Minnesota and North Dakota more promptly than is possible from St. Louis.

St. Paul, Kan.—C. M. Koenig has sold his implement stock and will continue in the Hardware business.

Union, Neb.—F. J. Dean has sold his Hardware business to L. R. Upton.

Wichita, Kan.—C. F. Bennett has sold his interest in the Hockaday Hardware Co. to I. N. Hockaday, Ed Hockaday and E. T. Battin. Mr. Bennett was the secretary of the company and was one of the heavy stockholders.

Winthrop, Iowa.—Diggins & Dubois have been succeeded in the Hardware business by Diggins & Diggins.

Kansas City, Mo.—The Kemper-Paxton Mercantile Co., of this city, will build a factory to cost $80,000 for the manufacture of farm implements, in the west end of Armourdale. Two hundred men will be employed.

New Haven, Conn.—The H. B. Ives Co., manufacturer of builders' Hardware specialties, has recently purchased of the Connecticut Manufacturing Co., also of New Haven, its trolley wheel and bushing business, which includes a line of special machinery for the manufacture of this class of goods.

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CHENEY BELL FACE HAMMERS

(NICKEL PLATED)

Our Motto

The Best Material

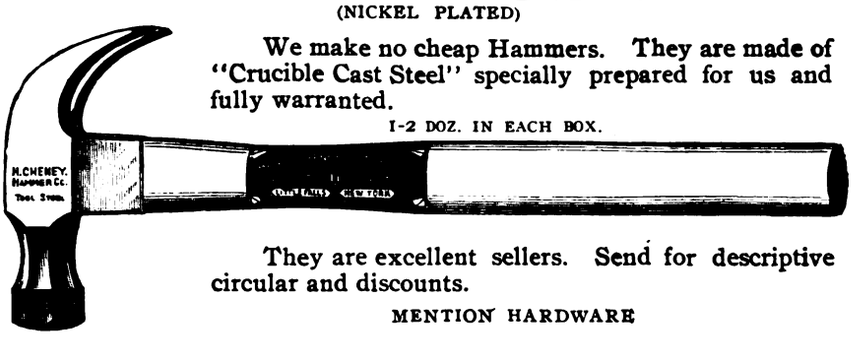
*

The Best Labor

*

Square Dealing

*



We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE

Our Hammers

Have an enduring reputation for stubborn endurance in roughest usage.

The HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

Polygon Conductor Pipes Won't Burst.

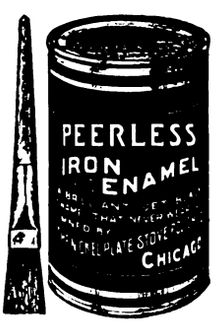
The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE **American Steel Roofing Co.**

Middletown, O.



Large 10 oz Can.

WE MAKE IT!

The BEST Air Drying Iron Enamel Made.

Try a 1-Dozen Case From Your Jobber.

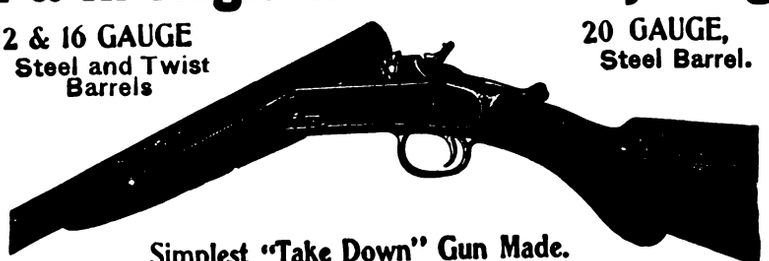
Nickel Plate Stove Polish Co.

CHICAGO.

H. & R. Single Gun AUTOMATIC AND NON- Ejecting.

12 & 16 GAUGE Steel and Twist Barrels

20 GAUGE, Steel Barrel.



Simplest "Take Down" Gun Made.

Superior in Design, Workmanship and Finish, and the Most Popular Gun on the Market.

HARRINGTON & RICHARDSON ARMS CO.,

Also makers of H. & R. Revolvers.

Catalog on Request. WORCESTER, MASS.

THE SCHWERDTLE STAMP CO.,

STENCILS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS

BRIDGEPORT, CONN.

THE SCHWERDTLE STAMP CO.,

MANUFACTURERS

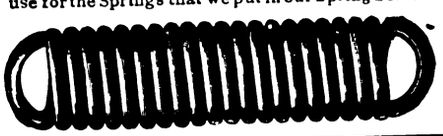
Notary, Lodge and Corporation Seals.

Send for Catalogue. BRIDGEPORT, CONN.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



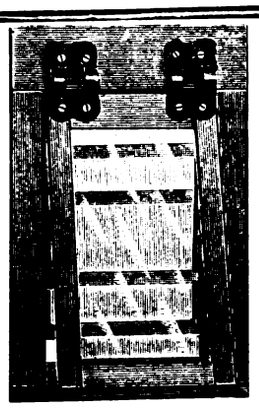


JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835. NEW YORK CITY.





FULL-LENGTH WINDOW SCREENS

keep out all the flies and protect the windows. Screens attached with

GOSSETT'S Detachable Suspension HINGES

are easily put up or removed—no tools or ladder necessary. Write for free sample pair. Sold by hardware and lumber dealers.

MANUFACTURED BY

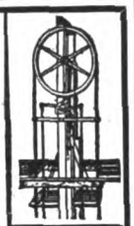
F. D. KEES,

BEATRICE. NEBRASKA

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BUFFALO
WIRE WORKS CO.
FORMERLY SCHEELER'S SONS
WIRE CLOTH
WIRE GOODS
Artistic Metal Works.
SEND FOR CATALOGUE.
BUFFALO N.Y.
U.S.A.

Improved Quick and Easy Rising Steam, Electric and Hand Power
ELEVATORS
Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 39 Vincent St., Cleveland. O. 120 Cedar St., New York.



Bi-Ped Tack Puller
One foot for carpet tacks; one foot for matting tacks. Simply change the feet to pull either. A slight pressure on the handles lifts the tacks straight up out of the floor without destroying them. Saves the matting and carpet. Made of the finest grade of steel, there's nothing to break or get out of order. Any one can see at a glance what a household convenience it is. For sale everywhere. Price 25c.
GENERAL SPECIALTY CO.
501 Harrison Building, Philadelphia.



MERCANTILE
AND INDUSTRIAL.

The Territory traversed by the Southern Railway and Mobile and Ohio Railroad offers many desirable openings for locations in business of every kind—Mercantile, Manufacturing and in all pursuits relating to the production of many forms of raw material.

M. V. RICHARDS,
Land and Industrial Agent,
Washington, D. C.

W. A. MOYER, Agent,
271 Broadway,
New York City.

Hardwaremen's Exchange

Notices of **HELP WANTED** *or* **SITUATIONS WANTED** *will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of* **SIDE LINE OFFERED, SIDE LINE WANTED** *and* **ALL OTHER NOTICES,** *two cents per word. No ad. received less than three lines.*

Side Line Offered.

SALESMEN selling Lumber or Hardware Trade make two to ten dollars a day selling our side line on commission. We can use two or three hustlers. The Salina Mercantile Co., Syracuse New York.

A GOOD SIDE LINE—Housefurnishing specialties to Retail Trade. The A. J. Phillips Co., Fenton, Mich.

WANTED—Salesmen calling on Hardware jobbers to sell on commission three of the greatest selling specialties on earth. Fortune being spent advertising them this year. Give references and with whom you are now engaged. Communications confidential. Address, "Specialties," care of HARDWARE.

WANTED—Hardware salesmen who visit retail trade throughout United States and Canada to sell the American Spirit Level and Grade Finder.
Edward Helb, Railroad, Pa.

Salesman Wanted.

A Reliable energetic traveling man to sell a well known line of cutlery in addition to other lines he is now handling. Send full particulars, also the territory now visited. Address, No. 600, care HARDWARE.

WANTED—Traveling salesman, experienced on Hand and Power Pumps.
Address, F. S., care of HARDWARE.

WANTED—Man thoroughly familiar with hardware and general jobbing trade in middle West, who has been in the buying and accounting departments, and also preferably on the road selling retailers, and who knows prices, lines, methods, costs and expenses; one familiar with mail order methods preferred; good opening for competent man to manage department for prominent wholesale house—state experience—correspondence held strictly confidential if desired. Address, M. O. J., care of HARDWARE.

Wanted.

WANTED TO BUY—Unplated metal goods, such as Undertaker and Furniture trimmings, Buggy arm rails, Shaft tips, Whiffletree irons, Hub bands, etc.
Eureka Plating Company, Oxford, N. C.

Situation Wanted.

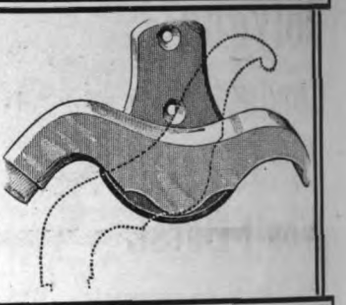
YOUNG MARRIED MAN desires permanent place as manager or salesman in retail store; have had 10 years' experience in Hardware stores and traveled on road two years. Good character and habits. Address, H. V. O., Lock box No. 6, New Douglas, Ill.

SITUATION WANTED as manager; buyer or clerk in retail Hardware store, 15 years' experience, good habits and references. Address, X. Y. Z., care HARDWARE.

FOR SALE.

Slightly used Typewriters; one Hammond and one Remington; will sell at low price. Address, A. B., care of HARDWARE.

EMPIRE
DOOR HOLDER
IMPROVED



50% greater pressure on the floor than any other make.

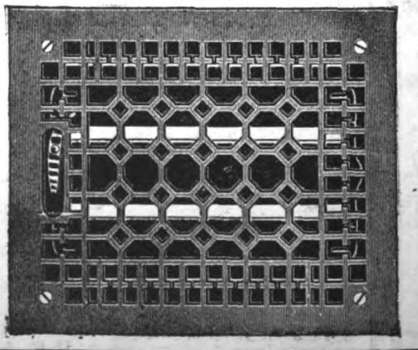
Will hold heavy doors on smooth floors. Operated by the toe, no bending over.

Write for prices.

CALDWELL MFG. CO.,
Rochester, N. Y.

Robert Murray.
24 Duane St.,
New York City.
General Hardware
Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.



SQUARE and CONVEX REGISTERS
JAPANNED, BLACK OR WHITE.
Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

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AT THE SIGN OF THE TIGER

YOU WILL FIND

The Most Satisfactory Composition Oilstone on the Market

Grand Prize



St. Louis 1904

EXHIBIT OF PIKE MFG. CO.

EXCLUSIVE SELLING AGENTS OF INDIA OILSTONES

MANUFACTURED BY

NORTON EMERY WHEEL CO., Worcester, Mass.

SOLE SELLING AGENTS

PIKE MFG. COMPANY

PIKE, N. H.

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INDIA OILSTONES

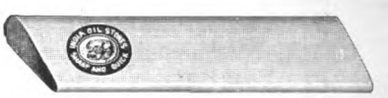
HARDEST
SHARPEST
QUICKEST



INDIA OILSTONES GIVE SATISFACTION EVERY WORKING DAY



INDIA MOUNTED BENCH STONE



INDIA ROUND EDGE SLIP

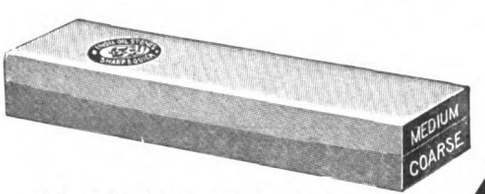
TRADE 

MARK

3 GRITS
COARSE
MEDIUM
FINE

54 DIFFERENT SHAPES

INDIA OILSTONES ARE FOUND IN THE TOOL CHESTS OF ALL FIRST-CLASS MECHANICS



INDIA COMBINATION BENCH STONE



INDIA GOUGE PLUG



INDIA WHEEL

For Metal and General Woodworkers Tools



(OVER)

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A $250.00 Cash Register for
$125.00
HOW CAN WE DO IT?

The New Hallwood Leader embodies all of the up-to-date features on every make of Cash Register; it has many features which no other machine has; it meets every need of 80 per cent. of all businesses. We are thus able to bring it out in large lots and to reduce the cost of manufacturing to a minimum.

It will pay for itself in a short time.

Write for our catalogue and our booklet "SYSTEM" for a retail store.

THE INTERNATIONAL CO., Sole makers Hallwood Cash Registers.
1161 Yale Avenue Columbus, Ohio.

SAVAGE

"JUNIOR" PROFITS.

If you are selling firearms to make money, you want to make a good legitimate profit on every rifle sold.

The JUNIOR .22 calibre Single Shot will yield a marginal profit that is well worth your investigation.



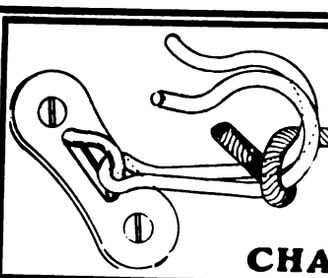
THE "JUNIOR."

With the profit comes a quality of workmanship that is a business builder.

Write your jobber for prices and information on this new Savage Rifle.

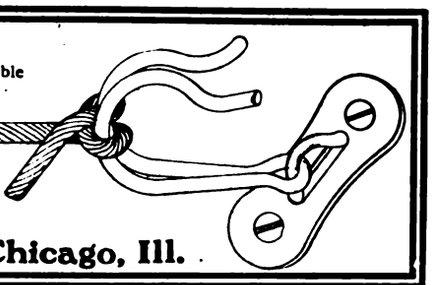
SAVAGE ARMS COMPANY,
UTICA, N. Y., U. S. A.

RIFLES



FILLS A LONGFELT NEED.

The **NEVERSLIP** Clothes Line Hanger (patented). Simple, Indestructible and Convenient.

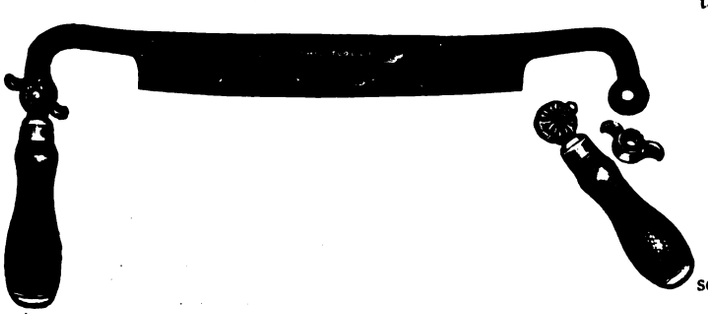


No tying knots. No wearing out of lines. Clothes lines can be securely fastened with ONE HAND. The greater the strain, the tighter it holds. Positively cannot slip. Order through your jobber or address,

CHAS. E CULVER, 2271 North Paulina St., Chicago, Ill.

"OHIO" FOLDING HANDLE DRAWING KNIFE.

The Ohio Tool Co., Auburn, N. Y., and Columbus, Ohio, are placing before the Hardware trade the Folding Handle Drawing Knife which we illustrate herewith. It is simple and strong, especially where those qualifications are most needed. It is constructed in an original manner; the ratchet will permit the handles to be set at a great variety of angles to suit the convenience or particular use to which the mechanic may wish to put it. When folded, this knife makes a very compact and useful tool for the carpenter's outfit. The handles are set in such a way as to avoid the strain and tension peculiar to the ordinary drawing knife, thus allowing the tool to be held in a natural way while in use. This adjustable knife has only recently been placed upon the market, and as the company has for years been making carpenters' tools, including drawing knives, they know the importance of invariably using a high grade of tool steel, treated and tempered by an improved process that insures uniformity of temper and a correct cutting edge. The Folding Handle Drawing Knife shown above is fitted with handsome red stained handles in imitation of mahogany.



ODDS AND ENDS.

Love is never afraid of overwork.

Ignorance of the law excuses no one.

A bed of roses soon wears down to the thorns.

The sure sign of a fool is that he forgets his folly.

A warm handshake may do more than a cold handout.

He who dwells on his troubles always dwells in them.

One realizes the impotence of money when he tries to buy love.

Some girls marry for money because it is necessary to have some excuse.

Weak solutions may be all right in chemistry, but they don't go in business.

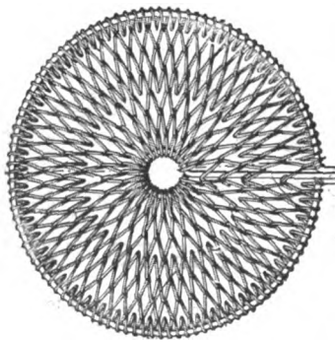
A miser is a man who carries his money in a purse that closes easier than it opens.

In order to join the great silent majority a man must either die or get married.

Some men claim to be self-made, while some others are supposed to be wife-made.

It's no use bragging about your ancestors unless they would feel like returning the compliment.—*Hardware Trade.*

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6000 DOZEN

PERFECT DUST BEATERS SOLD IN 1904

This Year's Sales Promise to be Greater

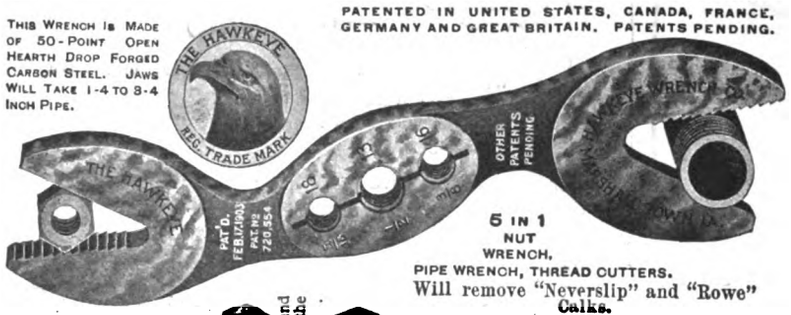
THERE MUST BE A REASON for it.

812 feet of wire in one dozen beaters and the retail price is only 25 cents. Sample to dealers free on request. Have you seen our 112 page catalogue?

W. H. GLENNY & CO., Specialty Mfg. Dept. ROCHESTER, N. Y.

THIS WRENCH IS MADE OF 50-POINT OPEN HEARTH DROP FORGED CARBON STEEL. JAWS WILL TAKE 1-4 TO 3-4 INCH PIPE.

PATENTED IN UNITED STATES, CANADA, FRANCE, GERMANY AND GREAT BRITAIN. PATENTS PENDING.



5 IN 1 NUT WRENCH, PIPE WRENCH, THREAD CUTTERS.

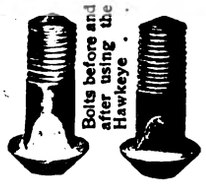
Will remove "Neverslip" and "Rowe" Cams.

The Best Wrench Made.

Best Wrench Made For Automobiles

Has More Uses Than Any Wrench Made

No. 200 Regular
No. 600 Pump Wrench
No. 400 same as No. 200 only full Nickel Plated



The easiest selling wrench on the market

Ask for prices and discounts.

HAWKEYE WRENCH CO.

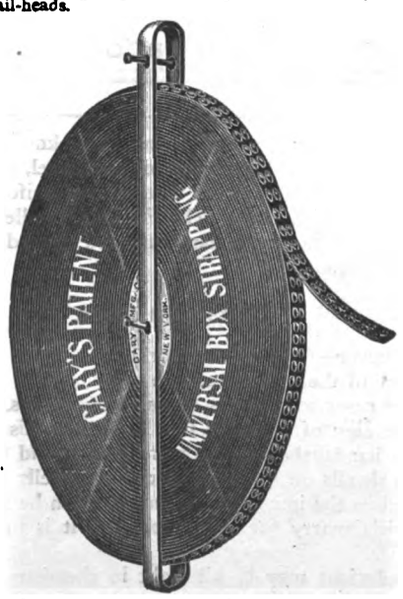
MARSHALLTOWN, IOWA

"SAW IT IN HARDWARE"

Please use the above when writing to advertisers . . .

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.

Straps made in four widths: ½, ⅝, ¾ and 1 inch.

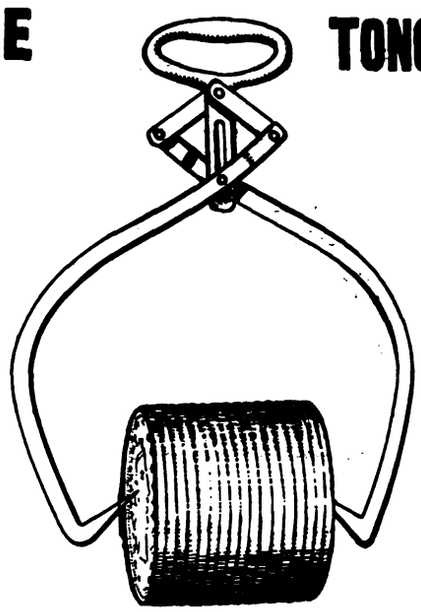
Patented in all countries.

CARY MFG. CO,

19 & 21 Roosevelt Street, New York.

Cable Address: CARLEIO

GLENNY'S ICE TONGS



Hand Forged from cold rolled steel, nicely enameled. Aluminum Finished handle. Self Operating.

NOTE: The Single Handle. Samples to interested dealers—FREE Catalogue on request.

W. H. GLENNY & CO.

Specialty Mfg. Dept. ROCHESTER, N. Y.

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PRICES CURRENT

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition—

CAPS—PERCUSSION—

Eley's E. B.....60c
G. D.....per M 34@ 35c
F. L.....per M 40@ 45c
Q. E.....per M 50@ 52c
Musket.....per M 62@ 65c

PRIMERS—

Berdan Primers $2.00 per M.....20&5%
B. L. Caps (Sturtevant Shells) $2.00 per M.....20%
All other Primers per M $1.52 to $1.60.

CARTRIDGES—

Blank Cartridges:
32 C. F., $5 50.....10&5%
38 C. F., $7 00.....10&5%
22 cal., Rim, $1 50.....10&5%
32 cal., Rim, $2 75.....10&5%
B. B. Caps, Con. Ball, Swgd.....$1 90
B. B. Caps, Round Ball.....$1 49
Cent. Fire.....25%
Target and Sporting Rifle.....15&5%
Primed Shells and Bullets.....15&10%
Rim Fire Sporting.....50%
Rim Fire Military.....15&5%

SHELLS, EMPTY—

Brass Shells, Empty:
First quality, all gauges.....60&5%
Climax, Club, Rival, 10 and 12 gauge.....65&5
Paper Shells, Empty:
Acme, Ideal, Leader, New Rapid, Magic, 10 12 16 and 20 gauge.25&5%
Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 1, 12, 16 and 20 gauge.....30%
Climax, Union League, New Rival, 10 and 12 gauge.....25%
Climax, Union, League, New Rival, 14, 16 and 20 gauge ($7.50 list).. 20%
Expert, Metal Lined, and Pigeon, 10, 12 16 and 20 gauge.....33⅓&5%

SHELLS, LOADED—

Loaded with Black Powder.....40%
Loaded with Smokeless Powder, medium grade.....40&5%
Loaded with Smokeless Powder high grade.....40&10&10%

SHOT—

Drop, up to B 25 lb bag.....$1.65
Drop, B and larger, per 25 lb. bag. 1.90
Buck 25 lb bag.....1.90
Chilled, 25-lb bag.....1.90
Dust Shot, 25 lb bag.....2.25

GUN WADS—⅌ 1000—

E. E., 11 up	$ .60	15%
E. E., 9 & 10	.70	
E. E., 8	.80	
E. E., 7	.80	
P. E., 11 up	1.00	
P. E., 9 & 10	1.25	
P. E., 8	1.50	
P. E., 7	1.50	

Ely's E. E., 11 and larger.. $1.70@$1.75
Ely's P. E., 12 to 20.....$3.00@$3.25

Animal Pokes—

Iowa Farming Tools.	⅌ doz.
Hawkeye	$3.25
Western	4.00

Anti-Rattlers—

Fernald, Quick Shift, per doz. pair net.....$2.00
Burton's per doz. pair, Nos. 2 and 5.....50c
Per doz. pair, No. 1.....75c
Per doz. pair, No. 4.....1.00
Kohler's: ⅌ gro.
Invisible, No. 3.....Net, $5.00
Perfect, No. 2.....Net, 7.20
Bolt Holder, No. 1.....Net, 9.00

Anvils—

American "Horse-Shoe".....9¼c
Arm & Hammer.....8¼@8¾c
Eagle Anvils, ⅌ lb, net.....7½@8c
Peter Wright's.....10¼c
Trenton.....9to9½c

ANVIL AND VISE COMBINED—

Millers Falls (with drill), $18.00. 15&10%

Augers and Auger Bits—

Boring Machine, Snells.....70%
Com. Auger Bits.....75@75&10%
Forstner Pat. Bits.....20%
Ford Auger Bit Co.:
Auger Bits, Car, Machine Bits.....40@40&5%
C. E. Jennings & Co.:
Double Spur pattern car, No. 30 40&7½&10%
Nobles Double Spur, No. 32.....35&10%
No. 10 Extension Lip.....25&10%
Car Bits, No. 10.....25&10%
Car Bits, No. 30.....40&7½&10%
Ring Augers.....60&5&10%
Jennings' Pattern.....60&10%@70%
Snell's Auger and Car Bits.....60%
Extra.....60%
No1.....60&10%
Russell Jennings' Augers and Bits. 25&10&2½%

HOLLOW AUGERS—

Ames.....25&10%
Bonney's Adjustable.....$9.00@10.00
Hibbard's Adjustable.....Net prices
Ives.....25&10%
Millers Falls, Goodell.....15&7½&10%
Universal, each $4.50.....25%

EXPANSIVE BITS—

C. E. Jennings & Co.....25&10%
Clark's small, $18.....50&10%
Clark's large, $26.....50&10%
Ives' Model, ⅌ doz. $60.....50%

DOUBLE CUT GIMLET BITS—

Common, net.....$3.00@3 25
German Pattern, net.....$4 50@4 75
Mayhew's Diamond ⅌ doz. $1.25. 40%
C. E. Jennings & Co.....45&10%
Ladds.....60&10%
Mayhew's.....40&10%
Snell's Bell Hangers.....60%&5%

TWIST DRILLS—

Bit Stock.....60&10@60, 10&10
Taper & Straight Shank, 60&10@60, 10&5

SHIP AUGERS AND BITS—

Ford Auger Bit Co.....40%
L'Hommedieu's.....15%
Snell's.....40%
Watrous'.....35&5%

Awl and Auger Handles—

See Handles

Awls—

	Per Gro.
Handled Brad	$2.7 @$3.00
Handled Scratch	$3.50@$4 00
Patent Peg	31@34c.
Sewing, Com.	65c@$1 00
Shouldered Peg	65@70c.
Shouldered Brad	50%
Socket Scratch ⅌ doz	$1.00
Stanley Rule & Level Handled Brad	30&10%

Awl and Tool Sets—

Aiken's Awls and Tools:
No. 10, ⅌ doz. $7.50; No. 20, ⅌ dos. $10.....60%
Brad Sets:
No. 42, $10.50; No. 45, $12.50.....70%
Fray's Adj. Tool Hdls., Nos. 1, $12; 2, $16; 3, $12; 4, $9; 5, $7.....50%
Ice Awls.....50%
Millers Falls Adj. Tool Holders:
Nos. 1, $12; 2, $12; 4, $12; 5, $12. 15&10%

A HARDWARE DEALER'S

SELLING

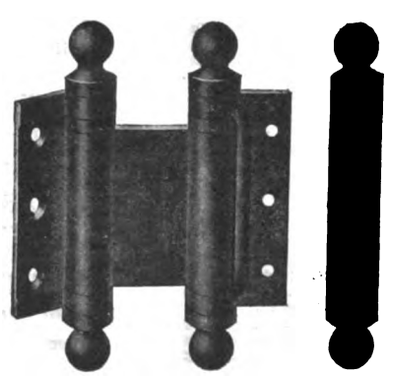
SUCCESS

depends largely on his shrewdness in selecting a saleable article.

¶ Don't stock up with a cheap line of over-advertised goods which will appear in your next inventory listed as "scrap." Buy a live article, a well made, reliable spring hinge, for instance; one new enough to embody the most modern principles of construction and old enough to stand on its reputation. One that brings back your customer satisfied and several of his friends with him.

¶ The "COLUMBIAN" Wrought Steel Spring Hinge is just such a promoter. An examination of the hinge will indicate its superiority; a trial will prove it.

¶ Made in a variety of durable and beautiful finishes, also in solid bronze or brass. Our new catalog, "Builders' Hardware," No. 12, gives further information. Sent free on request.



"Columbian"
(TRADE MARK)

The Columbian Hardware Co.
Cleveland, O.
New York San Francisco Chicago London

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C. E. Jennings & Co.'s Adjustable Tool Handles 33⅓%
Rollis Hdw. Co., Adj. Tool Holders No. 1, $18.00 ..... 30%
Stanley's Excelsior, No. 1, $7.50; No. 2, $4.00; No. 3, $3.50 ..... 30&10%

Axes—

First quality, best brands ..... $6.50 to $9.75
Ice, Bradleys 30%
Bradley's wide bit, net $10.50
Long Island, net 9.25

HATCHETS—

Hunt's, Underhill's Blood's or Plumb's: Shingling, etc. ..... 33⅓&5
Broad and Bb'l 33⅓%
Boys Axes ..... 33⅓&5%
D. Simmons & Co.: Broad, Shingling and Claw, Lath, Hunters', etc., Picks and Mattocks ..... 50&5%
Peck Edge Tool Co: Hatchets, Shingling, etc. ..... 33⅓ & 5
Broad and Bb'l 33⅓
Boy's Axes and Hatchets ..... 33⅓ & 5

Axle Grease—

Dixons' "Everlasting" Graphite:
1 lb cans (36 in case) ..... .15 ea.
2 " " " ..... .25 "
10 " firkins (6 in case), ... $1.20 "
25 " ..... 2.75 "
50 " kegs ..... 5.00 "
100 " " ..... 9.00 "
200 " ¼ bbls ..... .08½ lb
375-400 lb " ..... .08½ lb

Balances, Spring—

Chatillon's:
Light Class A ..... 40&10%
Circular Balances, Class C 50%
Ice Balances, Class B 50%
Straight Balances, Class A1 and A2 ..... 40%
Class D, E, F 30%
Class G 20%

Balances, Sash—

Caldwell's 50%
Pullman's ..... 50&10 to 60

Barn Door Hangers—

See Hangers.

Beef Shavers—

Enterprise:
Japanned, each, $8.00 ..... 25@20%
Tinned, each, $10.50 ..... 35@30%

Bells—

HAND—

Hand Bells, Polished Brass ..... 60@60&10%
Pure Bell Metal 60%
Silver Chime ..... 33⅓@37½%
White Metal 60%

DOOR—

Trip, Gem ..... 50&10%
Gong, Abbe's 45%
Gong, Yankee 55%
New Departure ..... 45@50%

COW—

Common Wrought ..... 75@75&10%
Kentucky ..... 70@70&10%
Kentucky, Sargent's List 70%
Texas Star 90%
Western, Sargent's List ..... 70@70&10%

Bellows—

Blacksmiths' ..... 65&10@70
Hand ..... 30&10%
Moulders' ..... 35&10%

Belting, Rubber—

Boston Belting Co.:
"Boston" 50%
"Imperial," seamless stitched 45%
Niagara 60%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%

Bench Stops—

Morrill's No. 1, $10.00 per doz.; No. 2, $12.50 ..... 50%
Seymour Smith & Sons ..... 25&10%
Miller's Falls ..... 15&10%
Weston's 40

Binder Twine—

	Per Pound
Sisal	10¼c
Standard	10¼c
Standard Manila	11½c
Manila	12½c
Pure Manila	13½c

Bit Holders—

Angular 45%
Extension:
Barber's, ₩ doz. $15.00 ..... 45@50%
Ives' ₩ doz. $20.00 ..... 60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic ₩ doz. $3.00 ..... 33⅓%
Excelsior ₩ doz. $10.00 ..... 50&10&5%
North's 10%
Zimmerman's 50%

Blind Fastenings and Tenons—

Security Gravity ₩ gr $9.00
Zimmerman's 50%

Blind Hinges—

See Hinges.

Blocks, Tackle—

Eddy's ..... 50&10@60%
Harts' Steel ..... 40&10@50&5%
Iron Strapped, Japan'd Sheaves ..... 70&10%
Iron Strapped, Lig Vitae Sheaves 60%
Bone Strapped, Japan'd Sheaves ..... 65&10%
L. V. Sheaves 40%
Lanes:
Junior, Self Sustaining 30%
Pat. Automatic 30%
Perfect Safety 30%
Stowell, Novelty Block ..... 50&10%

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, &c. ..... 60&10%
Cast Iron Chain ..... 60&10%
Cast Iron Shutter Bolts ..... 60&10%
Ives' Patent Door Bolts 60%
Wrought Barrel ..... 60@60&10%
Wrought Barrel Bolts, Griffin's ..... 75&10%
Wrought Square ..... 70@70&10%
Wrought Shutter, Standard list ..... 50&10%@50&10&5%
Wrought Spring, Sargent's ..... 70&10@75%

CARRIAGE, MACHINE, &C.—

Common Carriage (cut thread): ¾ x 6 and Smaller ..... 75&2½%
Larger and Longer 70%
Phila. Eagle, $3.00 list May 24, '99 ..... 80&10%
Bolt Ends, list Feb. 14, '95 ..... 70&5%
Bolt Ends with C & T Nuts ..... 65&10%
Machine, ¾ x 4 and smaller ..... 75&5%
Machine, Larger and Longer ..... 70&5%

TIRE—

American Screw Co.:
Bay State, Plain, list Dec. 28, '99 ..... 72½%
Bay State, Fluted 72½%
Eagle Phila 82½%
Norway, Phila 80%
Common ..... 72½@72½&10%
Norway, Phila 60%
Pertchester, Norway 60%
Phila 60%

STOVE AND FLUE—

Flue ..... 70&10@70&10&5%
Stove ..... 80%@80&10%

MISCELLANEOUS—

Sink 60%

Bone Mills.

Enterprise ..... 35@30%
Stearns 40%

Borers, Tap—

Enterprise ..... 20@25%
Each $1.25, $1.65, $2.50
Nos 1 2 3
C. E. Jennings & Co.:
No. 6 ..... 33⅓&10%
No. 10 ..... 16⅔&10%
Common Ring ..... 30&10%
Ives ..... 35&10%

Boring Machines—

WITHOUT AUGERS—

	Upright.	Angular.
Jennings'		30&10
Millers Falls	7.50	15&10%
Snell's, Rice's Pat.	2.50	2.75
Ajax		40%
Phillips		$4.00 net.

Bow Pins—

Hotchkiss ..... 60&10%

Boxes, Mail.

Heller's ..... .40&5%

Box Hooks.

Humason & Beckley's ..... .60&10&10%

Box Openers.

Humason's ..... ₩ doz net $5.00
Bemis & Call's 65%

Box Scrapers—

Bradley's 30%

Box Strapping—

Cary Mfg. Co's, in case lots: "Universal," ..... 30&10&10&10
Standard Metal Strap Co's: Eclipse ..... 20&10&10&5%

Braces—

Barbers' ..... 50&10&10@60&10%
Barbers' Ratchet ..... 60@60&10%
Common Ball American ..... 60@60&10%
Ives': Barbers' ..... 60&5%
Barbers' Ratchet ..... 60@60&10%
New Haven Novelty 70%
New Haven Ratchet ..... 60&10%
Spofford ..... 60&5%
C. E. Jennings & Co.:
No. 108@114½ ..... 50&10%
No. 208½@214½ ..... 50&10%
Lancaster Mach. & Knife Works 50%
Gen. Spofford's 60%

Brackets—

Brackets, Griffins Folding ..... 70&10%
Brackets, Griffin's Pressed Steel 80%
Shelf, Bradley's Patent, full cases ..... 80&10&10%
Bradley's in Broken Cases ..... 80&10%

Bracket Saw Frames—

Millers Falls Co ..... 25&10%

Bracket Sets—

Millers Falls Co ..... 33⅓&10

Bright Wire Goods—

Standard. List, June 24, 1903. 90&10&10@90&10&10%&5%

Bull Rings—

Humason, Beckley & Co.'s 80%
Res's 2¼ in. net, or do $1.5
Sargent's 80%
Seymour Smith & Sons 60%

Bull Punches—

Humason & Beckley's, ₩ doz. net $3.50

Bush Hooks—

See Hooks.

Butchers' Cleavers—

Bradley's 40%
Foster Bros. Flat Hds 30%
Foster Bros. Round Hds 30%
Lancaster Mach. & Knife Wks. ..... 33⅓@40%
L. & I. J. White 30%
Plumbs 33⅓%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star ..... 15@15&10%
C. E. Jennings & Co ..... 25&10%

Butter and Cheese Triers—

Ordinary Black Handle 35%
Humason & Beckley's 40%

Butt and Rabbet Gauges—

Stanley's ..... 25&10%

Butts—

BRASS—

Wrought Brass, list Sept. '96 ..... 30%

CAST IRON—

Fast Joint, Broad ..... 40&10@50%
Fast Joint, Narrow ..... 40&10@50%
Loose Joint ..... 70&5@75%
Loose Joint, Japanned ..... 70&5@75%
Loose Joint, Jap. with Acorns ..... 70&5@75%
Loose Pin ..... 70&5@75%
Mayer's Hinges ..... 70&5@75%
Parliament Butts ..... 70&5@75%

WROUGHT STEEL—

Table and Back Flaps 75%
Narrow and Broad 75%
Inside Blind 75%
Loose Pin 75%
Loose Pin, Ball and Steeple Tip 85%
Japanned, Ball Tip Butts ..... 70&10%
Bronzed Wrt. Nar. and Inside Blind Butts ..... 55&10%
Extra 10%@10&10%

Calipers—

Bemis & Call;
Wing 60%
Double 65%
Inside and outside 65%
Straight Leg 65%
Call's Pattern, Inside 5%

Can Openers—

American ..... ₩ gross, $1.75@$2.00
Goodell's Acme ..... ₩ gross, 6.00
Hopper's ..... ₩ gross, 15.00
No. 5, Iron Handle ..... ₩ gross, $2.00@2.25
Phoenix ..... 4 ¢
Sardine Scissors ..... 75&10%
Sardine Scissors, Forged Steel ..... ₩ doz., $4.50
Sprague, No. 1, $2.00; No. 2, $2.25; No. 3, $2.50 ..... 75&10%
Universal, ₩ doz., $2.00 ..... 50%

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed ..... 70@70&10%
French or Phila. Iron Wheel 75%
Plate ..... 60@60&10%
Payson's Furniture ..... 70&10&10%
Payson's Truck ..... 70&10%
Standard, Ball Bearing 45%

Cattle Leaders—

Humason, Beckley & Co.'s 70%
Sargent's ..... 70&10%
Wellons ..... 70&10%

Chain—

American Coil and Halter Chains:
"American" ..... 40@40&10
"Niagara" ..... 45@50&5%
"Eureka" ..... 45@50&5%
"Triumph" 40%
"Brown" ..... 50&5%
"Perfection" 40%
American Proof Coil, P. O. B. Pittsburgh.

Inch.	Per 100 lbs.
3-16	$7.40
¼	5.10
5-16	4.10
⅜	3.45
7-16	3.20
½	3.20
9-16	3.15
⅝	3.10
¾	3.05
⅞	3.00
1	2.95

Covert Mfg. Co., Breast Chain 40%
Covert Mfg. Co., Halter Chain 40%
Covert Mfg. Co., Heel Chain 40%
Covert Mfg. Co., Rein Chain 40%
Covert Mfg. Co., Stallion Chain 40%
Galvanized Pump Chain, per pound ..... 10@5¢
German Coil, list July 24, '97 ..... 60&10%
German Halter Chain, list July 24, '97 ..... 60&10&10%
Jack Chain, Iron ..... 60&10@60&10&5%
Jack Chain, Brass ..... 60&10@60&10&5%
Oneida Wire Dog Chains ..... 45@50&5%
Trace, Wagon and Fancy Chains: New List ..... 60@60&10%
Bridgeport, Trace chains 60%
Stake " 60%
Heel " 60%

COW TIES—

American ..... 60@60%
Niagara ..... 45&5@50&10&5%
Covert Mfg. Co.:
Cotton ..... 60&5%
Hemp ..... 60&5%
Jute ..... 60&5%
Sisal ..... 60&5%

Chain Guards—

Aluminum S. & N. Co 50

Carpet Stretchers—

Montross' "Excelsior," ..... ₩ doz., $6.00 ..... 30%
Bullard's 35%
Cast Iron Steel Points ..... ₩ doz. ... 30¢
Socket ..... ₩ doz., $1.75@$2.10

Carpet Sweepers— ₩ doz.

Bissell's:
Cyco Bearing "Parlor Queen" $30.00
Cyco Bearing "Elite" 30.00
Cyco Bearing "Boudoir" 27.00
Cyco Bearing "American Queen" 27.00
Cyco Bearing "Ideal" 25.00
Cyco Bearing "Gold Medal" 24.00
Cyco Bearing "Premier" 24.00
Cyco Bearing "Superior" 24.00
Cyco Bearing "Prize" 24.00
Cyco Bearing "Welcome" 24.00
Cyco Bearing "Grand Rapids," nickel 24.00
Cyco Bearing "Grand Rapids," Japan 22.00
"Standard," nickel 21.00
"Standard," Japan 20.00
Cyco Bearing "Crown Jewel," nickel 21.00
"Crown Jewel," Japan 19.00
Cyco Bearing "Crystal" 36.00
Cyco Bearing "Grand," length of case 17 inches 36.00
Cyco Bearing "Club," length of case 14 inches 51.00
Cyco Bearing "Hall," length of case 28 inches 60.00
Cyco Bearing "Junior," nickel, length of case 12½ inches 22.00
"Junior," Japan, length of case 12½ inches 20.00
"Misses" 9.00
National Sweeper Co., Marion, Ind.
Marion Roller Bearing Regular finishes, full Wickel $24.00
National Queen Roller Bearing, Fancy Veneers, Full Nickel 27.00
Monarch, Roller Bearing, Nickel 28.00
Monarch, Roller Bearing, Japanned 26.00
Marion Queen, Roller Bearing Regular Finishes, full Nickel 24.00
Transparent, Roller Bearing, (Plate Glass Top) Nickel 30.00
Monarch Extra, Roller Bearing, (17-inch case), Nickel 36.00
Monarch Extra, Roller Bearing 17-inch case) Japanned 33.00
Perpetual, Regular Bearing, Nickel 26.00
Perpetual, Regular Bearings 24.00

NOTE—Discount of 40c per dozen on three dozen lots. Discount of $1 per dozen on five dozen lots.

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Carpet and Rug Beaters.

	₱doz.	₱gro.
No. 12, Wire, Tinned	$0.85	$9.50
No. 11, Wire, Coppered	1.10	12.00
No. 11, Wire, Tinned	1.80	13.50
No. 10, Wire, Galvanized	1.50	18.00

Cherry Stoners—

Enterprise.....35@30%
Goodell's Family.....net ₱ doz. $5.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—

Standard Makes.....70&10@75&
L. & I. J. White.....30@30&5%
C. E. Jennings & Co, No. 70...10%&10%
Jennings & Griffin Mfg. Co...65&5&10%

TANGED AND MISCELLANEOUS—

W. & S. Butchers'.....$4.75@$5.00 to £
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co.
Tanged Chisels.....40&10%
Tanged Gouges.....30&10%
Tanged Firmers'.....40%&10%
Tanged Gouges.....40%
L. & I. J. White,.....35&5%

COLD CHISELS—

Good quality, ₱ lb.....13@16c
Smith's Best C. S.....50&10%
Cronk's.....50%

Cleaners, Sidewalk— ₱ doz

Challenge Shank.....$3.25
Star Shank.....3.25
Star Socket.....4.00

Clippers—

HORSE—

Chicago Flexible Shaft Co.'s:
Lightning Belt Clipping Machine, Each $15.00 15%
New '98, Chicago.....Each 8.75 15%
1903 Chicago.....Each 10.75 15%
Twentieth Century...Each 5.00 20%

Cocks, Brass—

Hardware List:
Compression, Plain Bibbs, Globe, Kerosene, Racking, &c., Cocks. 70 & 10 @ 75%

Coffee Mills—

Box and Side.....50&10@60%
Enterprise Mfg. Co.....35@60
Lane Bro's Co.....30%

Coil Chain—

See Chain.

Compasses, Dividers, &c.—

Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers. 75@75&10%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%

Coopers' Tools—

Bradley's:
Hoop Drivers.....25%
Rivet Sets.....20%
Cold Chisels.....20&5%
Punches.....15%
Vises.....15%
Inshaves.....20%
Barton's.....20@20&5%
L. & I. J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%

Corkscrews—

Detroit Cork-Screw Co.....33⅓%
Humason & Beckley Mfg. Co..50&10%
Samson.....₱ doz $10.00

Corn Hooks— ₱ doz

Kretsinger Cut-Easy.....$3.00 net

Corn Knives and Cutters—

Bradley's.....net
Wadsworth's.....net $1.50

Countersinks—

Mayhew's Diamond.....40@45%
Smith's.....25%
Snell's.....40%
Wheeler's Patent.....50&10%

Cow Ties—

See Chain.

Crayons—

Sargent's List.....20%
Dixons: ₱ gro.
Eclipse.....7 in. $3.75 9 in. $4.88
Emerald.....5.00
Oriole.....5.00
Rainbow.....3.12
Solid.....7.50
Tailors, Black $5.62. Red & Blue $9.00

Curry Combs—

Kohler's.....40%
The Metal Stamping Co.....40%
Southington Cutlery Co.'s.....35&10%

Cutlery—

Fosters, Pocket.....30%

Diggers—

See Post Hole, etc.

Dividers—

See Compasses, Dividers, etc.

Dog Collars—

Walter B. Stevens & Son:
Brass.....40%
Embossed Gilt.....30&10%
Leather.....40%
Union Hardware Co. New List 50@50&10%

Door Bolts—

See Bolts, Door.

Door Checks—

Bardsley's.....40%
Columbia.....50&10%
Eclipse.....60&10%
Home.....50&10
Pullman's Screen.....₱ doz. net $4.50

Door Holders—

Empire.....50%

Door Springs—

Gem (Coil), list Oct. '95.....20%
Pullman, Perfect.....20%
Pullman, Coil.....20%
Star (Coil), list Oct. '95.....30%
Torrey's Rod, 39 in. ₱ doz., net...$1.25
" " 48 in. " " ... 3 50
Victor, Coil.....50&10&10%
Chicago Coil Springs.....40&10%
Reliance Coil Springs.....40&10%

Drain Cleaners—

Iwan's Adjustable.....55%
Iwan's Stationary.....45%

Drawer Pulls—

Drawer Pulls, Griffin Mfg Co., list.....75&10%
Sargent's List.....60

Drawing Knives—

Standard Makes.....70&10@75%
Adjustable Handle.....25@25&10%
Bradley's.....40&5%
Jennings & Griffin.....60&2%
Watrous.....16⅔&10%
L. & I. J. White.....20&5@25%

Drills and Drill Stocks—

Automatic Boring Tools, Goodell's, 40&5@40&10%
Blacksmiths'.....60%
Breast, Goodell's.....25@30%
Breast, Millers Falls, each $3.00.15&10%
Stearns' Bench.....30%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, $10.00 Adjustable No. 10, $12.00.....33⅓%

TWIST DRILLS—

See Augers and Bits.

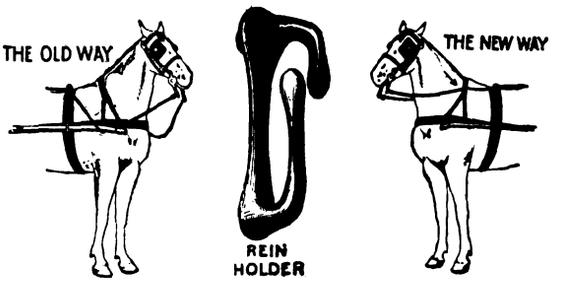
"Horse Sense"



demands that the best Rein Holder—Read's—is none too good for any horse. So great is the demand for them that there were

50,000 READ'S REIN HOLDERS

sold in a single month!



Why? Simply because it's "a good thing" and we've advertised it everywhere extensively.

Furnished mounted on handsome display cards. We supply you with advertising literature. 10,000 dealers, 300 jobbers handle it.

$15,000 will be spent to advertise Read's Rein Specialties. If you are after a profitable proposition—write us. Mention HARDWARE.

O. B. Read Mfg. Co., Troy, N. Y.



BEST-NESS IN HORSE NAILS

We make only one grade of Horse Nails—The Best—

***The* New Putnam**

Ⓦ

Horse Nail

It will not crimp, break nor sliver, will not cut off, will hold in the clinch. Drives most easily. Has stood the severest practical tests. It has stood the highest test for tensile strength, elongation and elastic limit.

1½c. per horse is the difference in price between the cheapest Horse Nail and The Best—The New Putnam.

Say that last over out loud—slowly.

PUTNAM NAIL COMPANY
Neponset, Boston, Mass.

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Egg Heaters—

	₩dos.	₩gro.
Holt-Lyon Co :		
No 5 Japanned, Dasher Flared	$0.85	$9.50
No. 4, Japanned, 6 Dos.	$6.60. 1.15	13.00
No. 1, Tinned	1.40	16.80
No. 3, Japanned, Hotel Size	1.85	22.00
No. 6, Japanned, Dasher Flared	1.65	19.80
No. 2, Tinned, Hotel Size	.200	24.00

	₩gro.
Taplia Mfg. Co.:	
No. 60 Improved Dover	$6.00
No. 75 Improved Dover	6.50
No. 100 Improved Dover	7.00
No. 100 Improved Dover, Tin'd	8.50
No 150 Improved Dover, Hotel	15 00
No 150 Imp'd Dover Hotel T'd	17.00
No 200 Imp'd Dover Tumbler	8 50
No. 202 Imp'd Dover Tumble Td	9.50
No. 300 Improved Dover Mammoth, ₩ dos	2. 0

Escutcheons—

Wood 35%

Expansive Bits—

See Augers and Bits.

Farriers' Knives— ₩ dos

"Challenge"	$3.00
Popes	3.60
Wilkinson's	$3.00 net
Westerholm's	$3.95

Faucets—

Frary's Iron Petroleum	70@70&10%
John Sommer's "Peerless," Tin Key	40%
John Sommer's "Boss," Tin Key	50%
John Sommer's "Victor," Metal Key	50&10%
John Sommer's "Duplex," Metal Key	60%
John Sommer's "I. X. L.," Cork Lined	50%
John Sommer's "Reliable," Cork Lined	50&10%
John Sommer's "O. K.," Cork Lined	50%
John Sommer's "Chicago," Cork Lined	60%
John Sommer's "Perfection," Cedar	40%
John Sommer's "No Brand," Cedar	50%

SELF MEASURING—

Enterprise ₩ dos. $36.00	40&10%
Lanes	$40.10&2½

Files—

DOMESTIC—

New List, Nov. 1, 1899.

American	75&5%
Arcade	75&5%
J. Barton Smith	75&5%
Disston's	75%
Disston's Superfine	50%
Eagle	75%
Great Western	75&5%
Kearney & Foot	75&5%
Mc Clellan	75&5%
Nicholson	70&10%
Nicholson's X. F. Files	30@30&10%
Royal	30@30&10%

IMPORTED—

Stubs ..... Stubs' list, 30@33⅓%

Filters—

Acorn	50%
Fulper's Natural Stone	$3.50@$13.50

Subject to trade discount.

Fish Hooks—

Amer. Fish Hook Co. list	60@60&10%
Kirby & Limerick, low list (50c base)	10%

Fishing Tackle.

Bishops :

Level Winding Jeweled Reel, ₩ dos.	$78.00
Level Winding Steel Pivot Reel ₩ dos.	$55.00
Auto Even Speeler ₩ doz.	30.00
Gun Cleaner ₩ dos.	4.20
Lightening Fish Scaler ₩ dos.	3.00
Fish Hook Shield ₩ dos.	3.00

Fish Scalers—

Covert's Saddlery Works:

Great American	60&20%

Fruit, Wine and Jelly Presses.

Enterprise ..... 90@25%

Fry Pans—

Standard List						70&10
No.	0	1	2	3	4	
₩ dos.	$3.00	$3.75	$4.25	$4.75	$5.25	
No.	5	6	7	8		
₩ dos.	$6.00	$7.00	$8.00	$9.00		

Gate Hinges—

Hinges.

Gauges—

Bemis & Call's Steel	50%
Clapboard	25&10%
Disstons' Mortise	70%
Marking, Mortise, etc.	50&10@50&10&10%
Stanley's	20@20&10&10%
Starrett's Surface, Center and Scratch	25&10%
Wire, Morse's	25%
Wire, P. S. & W., low list	30@30&10%

Gimlets—

"Diamond" Gimlets, ₩ gr.	$4.60@$4.85
Double Cut	40&10@50%
Metal Head	50&10%
Wood Head	50%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Le Page's Liquid	25&25&10%
Mystic	40%
Martins	40&10%

Glue Pots—

Enameled	40%
Tinned	35%

Graters—

Enterprise ..... 33@33⅓

Graphite, Lubricating.

Dixon's Pure Flake

633- 1 lb. cans	20 cts. ea.
633- 5 " screw top tin cans	85 cts. ea.
634- 10 " " "	$1.60 "
644- 25 " boxes	15 cts. lb.
645- 50 " "	14½ cts. lb
646-100 " kegs	14 cts. lb.
647-350 " barrels	13 cts. lb.

Grindstone Fixtures—

Cronk's	50%
Forest City	30@30&10%
Sargent's Patent	60&10&10%
Stowells Extra Heavy	50&10&10%
Stowells Light	60&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's ₩ dos.	$6.50

Halters—

Covert Mfg. Co:

Jute Rope Halters	50&5%
Steel Rope	35&5%
Web Halters	45%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—

Magnetic Tack, Nos. 1, 2, 3, $1.25, $1.50&$1.75	40&10@40&,0&10%
Maydole's	33⅓&5@40&10%
Sargent's New List	40%
Fayette R. Plumb: Plumb, A. E. Nail	33⅓&7½%
Engineers and B. S. Hand,	50&12½%
Quaker City Hammers	40&5%
Riveting and Tinners'	40&2½%

HEAVY HAMMERS AND SLEDGES—

Under 3 lb 50c lb	80&10@85%
3 to 5 lb 40c lb	80&10@85%
Over 5 lb 30c lb	85%
Wilkinson's Smiths	9½c@10c ₩ lb

Hammock Ropes—

Covert Mfg. Co.:

Jute	40&5%
Sisal	30%

Hand Cultivators—

Ulrich Mfg. Co.:

Osborne's ₩ dos.	$15.00

Handles—

WOOD—

Auger, assorted ₩ gr.	$2.75@3.00
Auger, large ₩ gr.	3.25@3.50
Auger, Ives' Pat., No. 1	60&10%
No. 2 to 8	40%
Axe, Pick, etc	50&10@60%

Bliss Mfg. Co.

Chisel, Brad Awl, File, Auger, Soldering Iron	35@33⅓
Brad Awl ₩ gr.	$1.75@$2.00
Chisel, Worcester, Leather Cap'd ₩ dos., net	1.50
File, assorted ₩ gr.	$1.40@1.50
Firmer Chisel, Apple, assorted, ₩ gr.	$2.25@2.75
Hammer, Hatchet	50%
Hoe, Rake and Fork	45@50%
Roll's Hdw. Co. Hafts	$9.00...40 & 10%
"Simplicity" File Handles, ₩ gr.	$ .90@1.50
Saw and Plane	40&10@50%
Shovel and Spade, Wood D. Handle,	40%
Shovel and Spade, Long Handles	40&5@50%

CROSS-CUT SAW HANDLES—

Atkins	40&5%
Champion	45@45&10%
Disston's	50%

Hangers, Barn Door—

Old Pattern	60&10%
New England	60⅔@70%
Chicago Spring Butt Co.: Fraction	25%
Oscillating	25%
Big Twin	25%
Lane's Covered	50&10&10%
Lane's Hinge Pattern..net	$7.40 ₩ doz.
Lane's: Standard	50&10&10&5
Special	50&10&10&5
Track for same ₩ 100 ft. net	$3.75
Cronk's: Nos. 1, 1½, 2 & 3	60&10%
Nos 11, 13	70%
Nos. 21, 21½, 22	60%
Nos. 32, 50	60&20%
No. 44	60%
McKinney's "None Better," No. 2, $18.00; No. 1 Special, $15.00, ₩ dozen pairs	60&10%
Myers' Stay-on	50&10%
Wilcox's New Century	50&10&10%

Hangers, Garment.

Pullman's ₩ gro. net,	$9.00

Hangers, Parlor Door, etc.—

Lane's: Standard	net, $3.3
Ball Bearing	4.15
New Model	3.85
New Champion	2.25

Hardware Shelving—

J. D. Warren Mfg. Co.

OAK CABINETS—

No. B.488, 40 drawers, no partitions, run. ft., $3.60; net each	$30.00
No. 1656, 66 drawers, no partitions, run. ft., $4.28; net each	36.47
No. 1658, 84 drawers, no partitions, run. ft., $6.52; net each	54.28

OAK BASES—

No. 1700, open base with center shelf, run. ft., $1.85; net each	15.40
No 1702, open base with center shelf, run. ft., $2.25; net each	18.75
No. 1708, with two adjustable center shelves, run. ft., $3.75; net each	23.92

NAIL BIN BASES—

No. 1732, 12 spaces, 150 lbs. each, run. ft., $2.71; net each	23.57
No. 1770, 8 nail spaces and 4 open shelf spaces above, run. ft. $3.10; net each	25.84
No 1772, 8 nail spaces and 6 assorted oak drawers above nail bins, run. ft., $3.68; net each,	30.68

Harness Snaps—

See Snaps.

Hasps and Staples—

Cronk's	50%
McKinney's "Perfect," $1.10 ₩ doz.	50%
Wrought	90@90&10%
Wrought, Stanley	80%
Wrought, Griffin	80%

Hatchets—

See Axes.

Hay Tools—

F. E. Myers & Bro.:

Myers Unloader, Double Steel Track	$7.00
Myers Unloader, Wood Track	7.00
Comb. Car, Double Steel T	7.00
Comb. Car, Wood Track	7.00
Rev. Car., Double Steel Track	7.00
Rev. Car., Wood Track	7.00
Myers Unloader, Cable	7.00
Myers Unloader, Single Rail	7.00
Rare Grip Sling Car, Steel or Wood Track	12.00
Double Rail Steel Track, complete with clamps ₩ ft.	.30
Single Rail Steel Track complete with clamps ₩ ft.	.20
D. H. Fork Steel Regular	each, 1.00
Nellis Fork	each, 1.00
Double Grapple Fork	each, 7.00
Sprout's Shear Fork, each	$1.00
Walker Fork, each	1.00
Common 6 in. Wood Sheave Pulley, Fig. 443 ₩ dos.	3.00
Faultless Steel Frame K. P. Pulley, Fig. 435 ₩ dos.	4.00
Faultless Steel Frame 6 in Plain Pulley, Fig 435 ₩ dos.	3.50
Malleable Frame K. P. Pulleys, Fig. 676 ₩ dos.	1.00
Reed Wood Frame Pulley with Hook, Fig. 434 ₩ dos.	4.00
Steel Frame Pulley with Iron Sheave, Fig. 555, ₩ dos	3.00
Floor Pulley, Wood Sheave, Fig. 436 ₩ dos.	4.00
Hanging Hooks for Double Steel Track ₩ dos.	1.00
Hanging Hooks for Single Steel Track ₩ dos.	1.00
Hanging Hooks for Wood Track, 10 in ₩ dos.	1.00
Hanging Hooks for Wood Track, 16 in ₩ dos.	1.20
Floor Hooks ¾ in ₩ dos.	1.00
Malleable Rafter Brackets, ₩ dos.	.70
Wrought Rafter Brackets ₩ dos.	.70
Rope Stitch	$ dos. $ 22

Discount on above 50%

Hay and Straw Knives—

Auburn Hay, Com. & Spear Point	40&10%
Iwan's Hay, Sickle Edge, ₩ dos. net	$10.00
Iwan's Hay, Imp. Serrated ₩ dos. net	$12.00
Kohlers, Hay, Sickle edge per doz net	$10
Auburn Straw	40&10%
Weymouth, Pat.	65&10%
Wadsworth's	40&10%

Hedge Trimmers—

Wadsworths: No. 1, per dos. net	$8.00
No. 2, " "	6.00

Hinges—

WROUGHT IRON HINGES—

Screw Hook and Strap, 6 to 12 in., ₩ lb.	3½c.
14 to 20 in., ₩ lb.	3c.
22 to 36 in., ₩ lb.	2½c.

STRAP AND T HINGES.

New List, Dec. 29, 1904.

Light Strap Hinges	70%
Heavy Strap Hinges	75&2½
Light T Hinges	65%
Heavy T Hinges	60%
Extra Heavy T Hinges	70&10%
Hinge Hasps	50%
Corrugated Heavy Strap	70&10
Corrugated Ex. Heavy T	70&10

SPRING HINGES—

Bommer Brothers. Bommer Spring Hinges	60
Bommer B. B Floor Hinges	60
Bardsley's Patent Checking	15
Chicago Spring Butt Co.: Chicago Spring Butts	30
Triple End Spring Butts	30
Chicago Ball Bearing Floor Hinge	50
Garden City Fire Engine Hose Hinge	5
Chicago Saloon Door Hinge	2
Niles Manuf'g Co	30

GATE HINGES—

Clark's, Nos. 1, 2, 3	50&10@50&10
N. E., ₩ dos	$7.20
N. E., Reversible, ₩ dos.	$8.60
N. Y. State, ₩ dos.	$4.80
Western, ₩ dos.	$4.20

BLIND HINGES—

Parker	70&10@70&10&10
Sargent's, Nos. 1, 2, 3, 11, 12	75
W. H. Co.'s No. 9 Mortise Gravity	60
Stanley's Steel Gravity Blind Hinges with Screws, $1.20 ₩ dos. sets	50&10

Hitching Cords—

Covert Mfg. Co	40&10
" " "	
Hitchers Stall	60

Hollow Augers—

See Augers and Bits.

Hollow Ware—

ENAMELED—

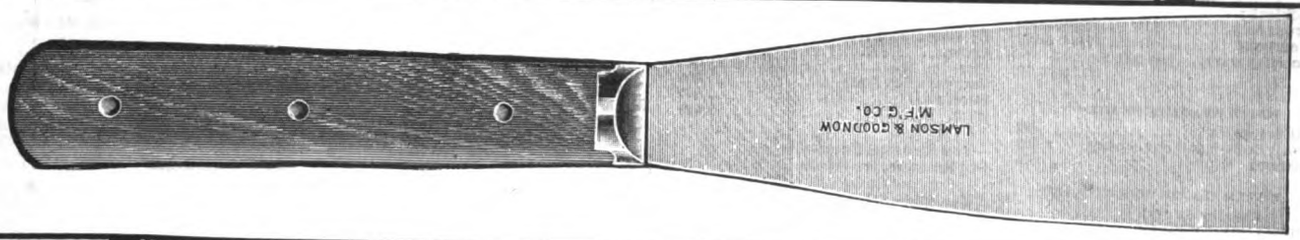
Lalance & Grosjean Mfg. Co. List Nov. 1, 1901.

Agate Nickel-Steel Ware	50&10%
Pearl Agate Ware	50&10%
Blue and White Ware	60&10%
All White Ware	50&10%

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Capture the Paint Trade

With Lamson & Goodnow Putty Knives.

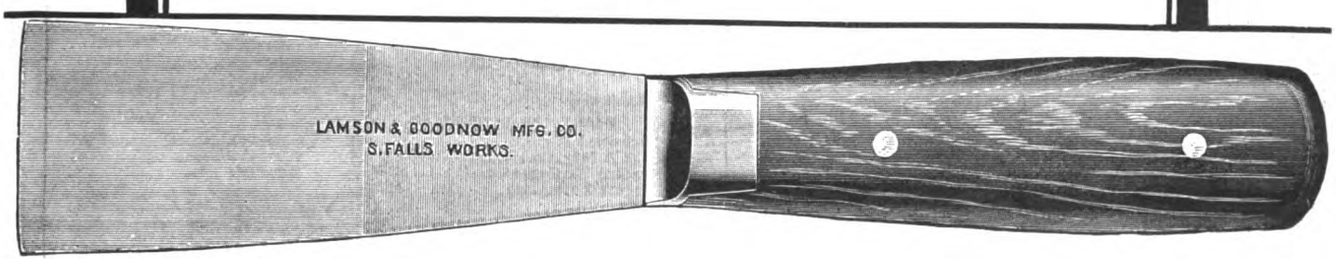


¶It is common talk among hardwaremen that L. & G. Putty Knives are Leaders—being more solid, substantial and serviceable than other makes.

¶Our best testimonial is that thousands of painters use no other kind.

¶Don't stock up on Putty Knives till you have OUR prices.

¶Write us at once—mention HARDWARE.



Lamson & Goodnow Mfg. Co.

Shelburne Falls, Mass., U. S. A.

A Better Location Than Yours

would be in Virginia, the Carolinas, Georgia, Florida or Alabama, and the special Southern edition of the Seaboard Air Line Magazine will convince you. It contains specific opportunities, and lists of orange groves, pine apple plantations, farm, fruit and truck lands.

"Picturesque Florida" containing over a hundred full page photogravures illustrating typical scenes, but containing no reading matter or advertising, together with other literature sent on receipt of ten cents to pay postage.

J. W. WHITE,

General Industrial Agent,

Seaboard Air Line Railway,

Portsmouth, Virginia.

We have a good location for your plant.



DEALERS

Throw your line among fishermen and you'll get a **strike**—with a rush for the goods—if it's the general line of

Pflueger's Fine Fishing Tackle

made only by the

ENTERPRISE MFG. CO.

Twenty-five years' experience, combined with the largest manufacturing facilities in this country, enable us to produce a superior line of fishing tackle that fishermen insist on having.

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, everything in fishing tackle, packed for effective display—best selling line you can carry.

PFLUEGER'S PATENTED 'REVERSIBLE HINGE' INSURES FREE SPINNING AND PREVENTS BENDING OR BREAKING

NOTICE

Free to any dealer in SPORTING GOODS, sent express prepaid, 155 page illustrated catalogue No. F23, Metal Fish Sign and Window Transparency in eight color lithograph.

The ENTERPRISE MFG. CO.

Akron, Ohio, U. S. A.

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Regal Steel Ware ..... 60&10
Peerless Ware ..... 70&10%
Granite Ware, list Jan. 1, 1894, revised Jan. 2, 1895. ..... 40 & 10%
Iron Clad:
Peppered Ware, high list 70%
Mottled Ware, high list 75%

STOVE HOLLOW-WARE—

Blacklock:
Ground ..... 55@60&10%
Unground ..... 60@65&10%
Country ware ..... per 100 lbs. net $3.75@3.00

WHITE ENAMELED-WARE—

Maslin Kettles 70%
Tinned Boilers and Saucepans 40%
Enameled " " " 50%

SILVER-PLATED HOLLOW WARE—

4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co. ..... 40&5%
Holmes & Edwards Silver Co. 40&15&5%
Meriden Britannia Co. ..... 40&10%
Rogers & Brother ..... 40&5%
William Rogers Mfg. Co. ..... 40&10%

Hooks—

RUSH—

Jennings & Griffin's ..... 66⅔&5%
Wadsworths 60%

CAST IRON—

Ceiling, Sargent's list ..... 50&10@60%
Chandelier ..... 60@60&10%
Clothes Line, Sargent's list .. 5&10&10%
Coat and Hat, Sargent's list, 50&10@60
Coat and Hat, Stowell's 70%
Harness, Sargent's list ..... 50@50&10%
Lamp ..... 60@60&10%
Picture ..... 50&10%
Screw Hat ..... 60&10@70%
Wardrobe ..... 60&10@60&10&10%

WROUGHT IRON AND STEEL—

Cotton ..... ₩ doz. $1.25
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise 40%
Humason & Beckley, New List .. 55&10%

WIRE—

Atlas, New List, Single cases 75%
Ten case lots ..... 75&10%
Wire Coat and Hat, Acme ... 60@60&10%
Wire Coat and Hat, Gem ..... 60&10%
Wire Ceiling, Gem ..... 60&10%

MISCELLANEOUS—

Bolt ..... 80&10%
Covert Mfg. Co.:
Safety Gate and Scuttle Hooks 35%
Grass, Wadsworth's 60%
Oronks Grass ..... ₩ doz. $3.00
Hooks and Eyes—Brass ..... 60&10&10%
Hooks and Eyes—Mal. Iron ..... 70&10%
Cotton, Box and Hay ..... 60@10&10%

Horse Clippers—

See Clippers.

Horse Nails—

	Nos. 6	7	8	9	10	
A. G.	25c	23c	21c	21c	21c	40&5%
American, all sizes						6¼c net
	Nos. 6	7	8	9	10	
Anchor & New Haven	23c	21c	20c	19c	18c	40% @40&5
	Nos 6	7	8	9	10	
Ausable	25c	26c	25c	24c	23c	50&10%
C. B. K	25c	23c	22c	21c	21c	40%
Capewell	19c	18c	17c	16c	16c	10&5%
Champlain	28c	26c	25c	24c	23c	40&10@50%
Clinton Fin	19c	17c	16c	15c	14c	30&10%
Essex	28c	26c	25c	24c	23c	40&10@50%
Lyra, all sizes						5½c net
Maud S	25c	23c	22c	21c	21c	50%
Neponset, Nos. 5 to 10, ₩ lb						18c.
Northwestern	26c	25c	23c	21c	20c	25@25&5%
Putnam	23c	21c	20c	19c	18c	33⅓%
New Putnam	19c	18c	17c	16c	16c	10&5%
Vulcan	23c	21c	20c	19c	18c	33&10%
Western						6¼c net

Horse Shoes—

P. O. B. Pittsburgh.
Horse and Mule, Iron, per keg $4.00
Steel, per keg 3 75

Horse Ties—

Covert Mfg. Co.:
Cotton ..... 45% & 2%
Hemp ..... 40% & 2%
Jute ..... 50 & 5%
Sisal ..... 35 & 5%

Hose, Rubber—

Boston Belting Co.:
"Boston" ..... 50&5%
Niagara ..... 60&5%
N. J. Car Spring & Rubber Co.:
Extra Para ..... 40&10%
Reliable ..... 50&10%
Staple ..... 60&10%
Standard ..... 70&10%

Hose Bands.

Star Hydrant ..... 60&30%
Steam 70%

Ice Awls, Chippers, &c.—

Copeland Ice Pick ..... ₩ gr. $9.00 net
Crown ..... net
Gem Ice Shave ..... net
Sargent's Ice Awls 55%
Snell's 50%
Star ..... net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 22. ₩ doz. $6.00 .. 25@30%
No. 24. ₩ doz. 15.00 .. 25@30%

Jack Chain—

See Chain.

Jacks—

See Wagon Jacks.

Jack Screws—

See Screws.

Kettles—

Span Brass, Plain ..... 20@25%

Knives—

Kimball's:
Bread Knives, ₩ doz $1.50 ..... 20%
Butcher Knives 25%
Shoe Knives 33%
Oronk's Chopping 33⅓%
Dunlap Kitchen and Bread Knives .. 25%
Foster Bros.' Butcher, &c 20%
Table and Pocket, see Cutlery.
Wilson's Butcher Knives ..... net

Knives, Hay and Straw—

Wadsworth ..... 40&10%

Knife Sharpeners—

Pike's
Natural Grit Carving Knife Hones ..... $.300 per doz.
Solid Stone Carving Knife Hones ..... $3 50 per doz.
Quick Edge Pocket Knife Hones ..... $3.00 per doz.
Mounted Kitchen Sandstone ..... $1.50 per doz.
} 40%

Knobs—

Bardsley's Wood Door, Shutter and Base ..... 10@15%
Base, Rubber Tip, 2¼ in. Bead, ₩ gr. ..... $1.15@1.25
Door Mineral ..... 65@70c
Door Por. Jap'd ..... 70@75c
Door Por. Nickel ..... $2.10@2.20

Lanterns.

C. T. Ham, Class A. B. C. & D. 40&10%

Latches— ₩ doz.

Oronk's Barn Door ..... Net, $2.00

Lawn Mowers—

Champion ..... 75&10%
Clipper Improved ..... 50&10&10&5%
Enterprise ..... 40&10%
Genuine Philadelphia Mowers:
Styles M., S., C., K., T. ..... 70&10%
Style A. (all steel) ..... 60&10%
Style E., Low Wheel ..... 60&10%
Style R., High Wheel ..... 70&10&5%
Drexel, low list ..... 40&10%
Gold Coins, low list ..... 40&10%
New Departure, High Wheel .... 70&10%
New Departure, Low Wheel 75%
Pennsylvania ..... 60&10%

Lawn Sprinklers—

Enterprise ..... 25@30%
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:

	No. 1.	No. 2.	No. 3.
₩ doz.	$12.00	$15.00	$24.00 .... 30%

Kohler's:
Daisy ..... net, per dozen $7.50
Mystic 6.00
Rainmaker 4.80
Dew Drop 1.20

Lawn Swings Easy— ₩ doz

Ulrich Mfg. Co. $25.00

Leaders, Cattle—

Covert Mfg. Co. 35%

Leads—

Covert Mfg. Co.
Cotton ..... 47½ & 2%
Hemp ..... 45% & 2%
Jute ..... 50&5%
Sisal ..... 35 & 5%

Lead Pipe, Etc. ₩ lb

Bar Lead ..... 5¼@6c
Block Tin Pipe ..... 25@27½%
Lead Pipe, full lengths 5to6¼
Lead Pipe, Tin Lined 12½c
Sheet Lead, full rolls 6¼c

Lemon Squeezers.

Bagger Bros. ₩ doz. 3-in. $1.00; 10-in. $1.40 ..... 20%
Hotchkiss, Straight Flush, ₩ doz. $2.60
Little Giant ..... 50@50&5%
Porc. Lined, Iron ..... ₩ doz. $1.75
Porc. Lined, Wood ..... ₩ doz $1 25
Wood, Common, ₩ gross, No. 0, $5.25 @ 5.50; No. 1, $6.25@6.50.

Levels—

C. E. Jennings & Co.'s:
Hexagon ..... 25&10%
Iron Bench, new design ..... 25&10%
Rollis Hdw. Co.
Adj. Steel 7 in. $24.00 ..... 40%
12 in. $27.00 ..... 40%

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 40%
Cotton Chalk, 20 feet ..... 40&10%
Cotton Trot 20%
Masons':
Colored Cotton ..... 20&10%
Flax ..... 40&10%
No. 0 to 5 ..... 20%
Samson Cotton, No. 4, $2.00; No. 4½ $2.50 .... 15%
Silver Lake, Braided, No. 0, $6.00 No. 1, $6.50; No. 2, $7.00; No. 3, $7.50 ₩ gross 33⅓%
Wire Clothes:

	18	19	20
100 feet	$2.80	$3.00	$1.65
75 feet	1.80	1.70	1.20

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &C.

Lockwood Mfg. Co 40%
B & E. Mfg. Co. 40%
Reading Hardware Co. ..... 45&20%
Sargent & Co ..... 40&10%

CABINET—

Eagle Lock Co 33⅓%
Corbin 33⅓%
Yale 33⅓%

PADLOCKS—

Acme Bicycle and Satchel, ₩ doz., $9.00 ..... 40%
Ames Sword Co 40%
Brown's Brass 25%
Brown's Chain 25%
Champion 40%
Eagle 40%
Slaymaker's:
General Line ..... 35&10%
Scandinavian 90%
" Steel Keys 50%
Smith & Egge Bicycle 50%
Wrought Iron ..... 75&10@80%
Yale Lock Co 60%

TRUNK—

Corbin's ..... 35&10%
Eagle 40%

Machine Belts—

See Belts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Hickory ..... 45@5&50%
Lignumvitæ ..... 45@5&50%
Bliss:
Carpenters .....
Tinners 33⅓
Box .....
Carvers .....

Mattocks—

Oronk's Garden 33⅓%
Regular Goods ..... 70&10%@75%

Meat Cutters—

American 30%

Nos.	1	2	3	4	5
Each	$5	$7	$10	$25	$50

Dixon's ..... ₩ doz. 30&10@40%

Nos.	1	2	3	4
	$14	$17	$19	$20

Enterprise ..... 25@25&7½%

Nos.	5	10	12	20	22	32
Each	$3	$3	$2.75	$6	$4.50	$6

Little Giant ..... 33⅓@40

Nos.	205	210	212	220	222
	$35	$43	$44	$73	$76

Woodruff's, ₩ doz ..... 30&10@40%

Nos.			100	150
			$15	$18

Beef Shavers (Enterprise) ..... 25@30%

Meat Juice Extractors—

Enterprise ..... 25@30%

Metals, Anti-Friction—

Magnolia Metal Co.: ₩ lb
Defender 18c
Koemic 10c
Magnolia, Anti-Friction 25c
Mystic 15c
f. o. b New York or Chicago.

Melting Ladles—

Monroe's Patent ..... ₩ doz. $4 00.40
Sargent's ..... 60@60&10

Mitre Boxes—

C. E. Jennings & Co. ..... 25&10%
Seavey's, ₩ doz. $20 ..... 40%

Motors—

COFFEE MILL—

Specialty Novelty Co. ..... each $6.00

Nails—

WIRE AND CUT NAILS—

See Review of the Markets for quotations.
Wire Nails and Brads, Papered, Ass't list, July, 1899 ..... 90,90&10%

PICTURE—

Niles' Patent 50
Porcelain Head, Comb's list ..... 60&10%
Porcelain Head, Sargent's list 60%

Nail Nippers—

"Gem," ½ gross lots, ₩ gross $21.00
" " less quantity, ₩ dozen .. 2.00

Nail Pullers—

Ajax, 5 Be ..... ₩ doz. net $7.50
Black Hawk, ₩ doz $9.00
Cyclops ..... 40&10@45%
Cronk's ..... ₩ doz. net $12.00
Eureka, No. 74 ..... doz. net $3.50
Eureka, No. 75 ..... doz. net 2.00
Giant, No. 1, ₩ doz. $18.00; No. 1½ $16.50; No. 2, $15.00 ..... 50&5%
Lightning ..... ₩ doz. $18.00, 50%
Morris No 1, List $22.00 ..... 40%
National ..... ₩ doz. $4.00, 40%
Pelican ..... ₩ doz. $9.00, 40@40&10%
Rollis Hdw. Co. No. 1 18.00 ..... 60&10%

Nail Sets—

	₩ gro.
Hunters' Cup Point, Knurled	$3.50
Hunters' Cup Point, Plain	2.00
Octagon	4.00@4.75
Round, assorted	3.00@3.25
Square	4.00@4.25

Snell's:

	₩ gr.
Octagon	$3 25
Corrugated	6.75
Knurled	6.75@7 50

Nippers—

Acme 30%
Smith's Cutting 30%
Todd's Cutting 30%
Nut Crackers— ₩ gro.
Acme, Japanned ..... $20.00..40%
Acme, Nickel Plated ..... 30.00..40%

Nuts—

Cold Punched:

	Off list
Mfrs. or U. S. Standard.	
Square, Plain	$4.00
Hexagon, Plain	5.00
Square, C. T. & R.	6.00
Hexagon, C. T. & R.	5.00

Hot Pressed:

Mfrs. U. S. or Nat. Gauge Stan'd.	
Square, Blank	5.00
Hexagon, Blank	5.00
Square, Tapped	5.00
Hexagon, Tapped	5.00

Oils—

Linseed, City, Raw, in barrels, ₩ gal. 44c
Linseed, City, Boiled, in barrels, ₩ gal. 46c
Out of Town on Spot ..... ₩ gal. 42c
Calcutta, Raw, in barrels ... ₩ gal. 55c
Lard, Prime City ..... ₩ gal .... 100@110c
Lard, Extra, No. 1 ..... 65@70
Lard, No. 2 ..... 55@60

Oilers—

Brass and Copper ..... 30&10
Tin or Steel ..... 65&10
Cushman & Denison's: ₩ doz.
Gem ..... $ .50
Leader ..... .60
Perfect Oilers 1.00
Star Pocket Oilers ..... .75
"Paragon," Brass ..... 45@50%
"Paragon," Zinc ..... 30&10%
Wilmot & Hobbs Mfg. Co.'s Steel Anti Rust ..... 70@75&10c
Zinc and Tin ..... 65@67&10%
American Tube & Stamping Co., Spring Bottom Cans ..... 70@75&10%
Railroad Oilers, etc. ..... 60@65&10%

Oil Stones, etc.—

AXE STONES—

Pikes
Hindostan Large Axe .. 8c per lb.
" Small " .. 10 c " "
Quaser Creek Axe .... 20 c " "
} 40%

OIL STONES—

Pikes'
Lily White Washita .... 60c ₩ lb.
Rosy Red " .... 60 c " "
Extra " .... 80 c " "
No. 1 " .... 40 c " "
No. 2 " .... 20 c " "
Lily White " Round, Edge Slips ..... 90 " "
No. 1 Washita, Round Edge Slips ..... 70 c " "
Washita Pen Knife Pieces 70 c " "
No 1 Hard Arkansas Stone 3 to 5¼ inch long .... $2.50 " " } 33⅓
No 1 Hard Arkansas Stone 5¼ to 8 inch long .... $3.50 " "
No 1 Soft Arkansas Stone 3 to 5¼ inch long .... $1.50 " "
No 1 Soft Arkansas Stone 5¼ to 8 inch long .... $1.75 " "
Soft Arkansas Round Edge Slips ..... $2.50 " "
Hard Arkansas Round Edge Slips ..... $4.00 " "
Hard Arkansas Pocket Knife Pieces ..... $4.00 " "

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Pikes
Washita and Arkansas Stones, mounted in polished hard wood cases, all sizes 40%
India Oilstones, all grades & sizes 33⅓%
Queer Creek Oilstones, (20c ₩ lb
Chocolate " ..(50c " "
Regular Hindostan..... (8c " "
Small Hindostan.....(10c " " } 40%

Packing, Steam—
RUBBER—
Boston Belting Co.:
"Boston"..... 50&10&5%
Phœnix, Pure Sheet Red.....50&10%
Pure Packing "Excelsior"..... 60%
Extra..... 60%
MISCELLANEOUS— ₩ lb
American Packing..... 8c@10c
Cotton Packing..... 16c@25c
Italian Packing..... 9½c@12c
Jute..... 4½@6c
Russian Packing..... 8½c@11c

Padlocks—
See Locks.

Parers—
APPLE—
Advance..... ₩ doz. $ 4.00
Baldwin..... ₩ doz. 4.00
Bonanza Improved..... each 6.50
Daisy..... ₩ doz. 4 00
Dandy..... each 7.56
Eureka Improved..... each 20.00
Family Bay State..... ₩ doz. 15.00
Improved Bay State.... ₩ doz. 36.00
Little Star..... ₩ doz. 5.00
New Lightning..... ₩ doz. 7.00
Reading, 78..... ₩ doz. 5.25
Reading, 78..... ₩ doz. 6.25
Rocking Table..... ₩ doz. 6.20
Turntable, '98..... ₩ doz. 6 00
White Mountain..... ₩ doz. 5.00
POTATO— ₩ doz.
Saratoga..... $7.00
White Mountain..... 6.00

Pencils
Dixon's: ₩ gro.
Carpenter's.....$3.17@3.75
Carpenter's, Blue or Red Lead .. .. 4.00@7.50
Office..... 1.87@7.50
Lumber..... 6.87
Colored Lumber..... 9.00
Black Artists..... 9 37
Colored .....$4.38@7.50
Assortment Boxes..... 1.31@2.50

Percussion Caps—
See Ammunition

Picks and Mattocks—
List Feb. 21, 1899. ....70& 10@75%

Pipe Hangers, Conductor—
Iwan's, Perfection, Wire 50%

Planes and Plane Irons—
WOOD PLANES—
Bailey (Stanley R. & L. Co.)
25&10@25&10&10%
Bench, First Quality.....40&10%
Bench, Second Quality .....50&10%
C. E. Jennings & Co.....50&10%
Molding.....33⅓&5%
IRON PLANES—
C. E. Jennings & Co., Iron.....50&10%
Sargent's.....60@60&10
Standard Tool Co.....50@50&5%
Stanley Rule & Level Co.:
Bailey's.....25&10@25&10&10%
Miscellaneous ....25&10@25&10&10%
PLANE IRONS—
Buck Bros.....30%
Butcher's.....$5.00@5.25 to 2
C. E. Jennings & Co.....16⅔&10%
Stanley Rule & Level Co.
20&10@20&10&10%
L. & I. J. White.....20&5@25%

Pliers and Nippers—
Button.. .....70&10@75%
Ik & Carrier :
Pliers
N. 1..... 60&10%
20..... net $9.00
40.....75%
50.....80%
65..... 40%
70..... 50%
80..... 40%
90..... 40%
Wm. Johnson's Gas Pliers 66⅔%
Smith's Side Cutting..... 25%

Plow Bolts—
See Bolts.

Plumb Bobs—
Keuffel & Esser Co..... 33⅓%

Plumbs and Levels—
Cook's..... 40&10&10
Davis':
Inclinometers 30%
Iron Levels ..... 25&10%
Disston's..... 70%
Machinists'..... 25%
Pocket Levels.....70&10@75%
Stanley's.....30&10&30&10&10%
Stanley's Duplex.....20@20&10&10%

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's..... 25%

Polish Metal—
Prestoline Liquid, New List 40%
Prestoline Paste ..... 40@40&10
U.S. Metal Polish Paste, 8-oz. boxes,
₩ doz ..... $ .90
₩ gross 4.00
½-lb. boxes, ₩ doz 1.25
1-lb. boxes, ₩ doz 2.25
U.S. Liquid, 8-oz cans, ₩ doz ... 1.25
gross 12.0
Barkeeper's Friend Metal Polish,
₩ doz 1.75
₩ gross 18.00

Polish, Stove—
Black Eagle Benzine Paste, 5 lb cans, ₩ lb 10c
Black Eagle, Liquid, ½ pt cans, ₩ doz. 75c
Black Jack Paste, ¾ lb. cans ₩ gro. $9.00
Black Kid Paste, 5 lb can, each ..$0.65
Ladd's Black Beauty gro $10.00, ...50%
Joseph Dixon's.....₩ gro. $6.75, 10%
Dixon's Plumbago..... ₩ lb 8c
Fireside..... ₩ gro. $2.50
Gem..... ₩ gro. 4 50, 10%
Japanese..... ₩ gro $3.50
Jet Black ..... ₩ gro $3.50
Peerless Iron Enamel, 10 oz cans ₩ doz $1.80
Wynn's:
Black Silk, 5 lb pail.....each 70c
Black Silk, ½ lb box....₩ doz $1.00
Black Silk, 5 oz box,....₩ doz $0.75
Black Silk, ½ pt. liq ....₩ doz $1.00

Poppers, Corn—
Square,.....₩ doz. ₩ gro
1 qt..... $ 9 00
1½ qt..... 11.00
2 qt..... 13.50

Post Hole Diggers— ₩ doz.
Disston's Samson Digger....$84.00, 25%
Kohlers :
Little Giant.....per doz., net$12.00
Hercules..... " " 9.50
Invincible..... " " 9.00
Pioneer..... " " 7.20
Universal..... " " 13 00
New Champion.... " " 8.50
Rival..... " " 7 50
Ryan's..... ₩ doz. $90.00, 25%

Post Hole Augers—
Iwan's Patent Improved.....40&5%
Perfection..... ₩ doz. net, $8 25
Split Handle..... " " " 7.50
Vaughan's, 4 to 9 in.,₩ doz. net...$6.00

Post Hole Diggers—
Iwans. ₩ doz.
Split Handle,.....net $7.00
Perfection..... " $8.00
Rockford Tack & Nail Co.
Rockford Brand..... ₩ doz. net $6 50
Atlas Pattern..... ₩ doz. net $7.50

Potato Hooks, etc.—
Hoe Down Hooks.....75&10&2½
Hop Hooks .....60&10&2½%
Potato Hooks 70%

Powder—
See Ammunition.

Presses—
See Fruit and Jelly Presses.

Primers—
See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears, all styles, 33⅓%
Disston's Combined Pruning Hook and Saw....₩ doz., $18.00, 25@25&10%
Disston's Pruning Hook, ₩ doz., $12.00, 25@25&10%
Smith's :
Pruning Shears .....6 .. 10%
Rockdale Pruners 33⅓%
Standard Tree Pruners..... 75%
E. S. Lee & Co.'s Pruning Tools....40%
P., S. & W. Co.'s Shears.....40%
Waters' Tree Pruners.....75&10%

Pulleys—
Awning.....60@60&10%
Axle.....50&10@60%
Brass Screw ..... 45&10%
Ceiling.....50@10&60%
Clothes Line, Japanned..... 60%
Common Sense..... 60%
Dumb Waiter.....60@60&10%
Empire Sash Pulley..... 60%
Fox-all-steel..... 50%
"Grand Rapids" all steel..... 50%
Hay Fork, Swivel Eye, ₩ doz., 4-inch, $3.75; 6-inch, $5.00.....55%
Hay Fork, Harts, 4¼-inch, ₩ doz., $3.00..... 50&10%
Hay Fork, 5-inch, Solid, $5.70.. 50%
Hot House.....50&10@50&10&10%
Stowell's Anti-Friction, 6-in. Wheel, ₩ doz., $12.00 .....40%
Side, Anti Friction 60%
Shade Rack..... 4%
Upright..... 50&10@60&10&10%

Pumps—
Cistern, Best Grades .....60@60&10%
Pitcher Spout, Best Grades .....75@80%
Power Pumps, Myers' 50%
Spray Pumps, Myers'.....50&10%
Spray Pumps, Kohler's.
Daisy, net per doz..... $7.50
Mechanical, net per doz..... 7.50
F. E. Myers & Bro. Low List:
No. 1, Fig. 326, 8 in. Shallow Well Pump..... $13.00
No. 8, Fig. 326, 8¼ in. Shallow Well Pump..... 15.00
No. 5, Fig. 307, 8 in. Deep Well Pump..... 15.00
No. 6¼, Fig. 307, 8¼ in. Deep Well Pump 17.00
No. 14, Fig. 321, 8 inch Deep or Shallow Well Pump 15.00
No. 26, Fig. 326, 8 in. Deep Well Pump..... 17.00
No. 50, Fig. 321, 8 in. Shallow Well Pump..... 14.00
No. 56, Fig. 326, 8¼ in. Shallow Well Pump 17.00
No. 70, Fig. 326, 8¼ in. Deep Well Pump..... 15.00
No. 72, Fig. 326, 8 in. Deep Well Pump..... 15.00
No. 102, Fig. 442, 8 inch Lift Pump..... 9.00
No. 103, Fig. 446, 8¼ in. Lift Pump..... 11.00
No. 105, Fig. 519, 3 in. Lift Pump..... $7.00
No. 151, Fig. 510, 8¼ in. Lift Pump..... 8.50
No. 253, Fig. 326, Windmill Pump..... 12.50
No. 255, Fig. 403, Windmill Pump..... 16 00
No. 240, Fig. 406, Regulator Pump..... 26.00
No. 304, Fig. 477, Spray Pump, complete..... 11.50
No. 320, Fig. 547, Knapsack Spray Pump 10.00
Discount, 50% f. o. b. Ashland.
No. 252, Fig. 513, Low Down Tank Force Pump.....net, 5.00
No. 320, Fig. 498, Bucket Spray Pump..... net, 2.00

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50%
Morrill's.....50%
Niagara Hollow 40%
Niagara Solid.....55%
Saddlers' or Drive, good.....60@65%
Snell's Tinners'.....40&5%

Rail—
Barn Door, Light, In. ½ ⅝ ¾
₩ 100 feet.....$1.40 1.55 2.60
Barn Door, "None Better" No. 1, ₩ feet..... 3½c
Barn Door, "None Better" No. 2, ₩ foot..... 4c
B. D. for N. E. Hangers:
Angular, ₩ foot, 6c 70%
Double Flange, ₩ foot, 8c.....70%
Carrier Steel Rail, ₩ foot..... 4½c
Cronk's: ₩ foot.
O. N. T. Style, No. 13. .....3½c
Double Braced..... 3½c
Lane's:
O. N. T. 1 in.....net, $3.00
O. N. T. 1½ in..... .....net, 3.75
Stowell's Wrought Steel..... 25%
Sliding Door, Bronzed Wrought Iron, ₩ foot..... 6½c
Sliding Door, Steel, Brass Plated, ₩ foot..... 3½c
Sliding Door, Wrought Brass, 1½ in.. ₩ lb, 25c..... 25@30%
Victor Track Rail, 7c ₩ ft..60&10&2½%

Rakes, Etc.—
Cronk's:
Malleable..... 70%
New Champion 75%
Victor..... 60%
Anti-Clog Lawn 75%
Never Break Garden .....75&10%
Queen City Lawn..... 40%
Kohlers :
Net
Lawn Queen.....20, $3.45
" " 24, 3.60
Jumbo Lawn.....36, 5.25
Paragon (Wood Head) 2.75
Steel, Garden, 10th..... .. 2.21
" " 12th..... 2.40
" " 14th..... 2.64
" " 16th..... 2.88

Rasps, Horse—
Disston's 75%
New Nicholson Horse Rasp... .70&10%
See also Files.

Razors—
Electric.....List net
Boracic..... .. ..60%
Fox 40%
J. R. Torrey Razor Co..... 20%
Westenholm and Butcher, $10.00 to $..... ..... 10%

Razor Hones.
Belgian, German and Swaty, all sizes, 50%

Registers and Ventilators—
HOT AIR—
New List, July 1, 1903:
Black Japanned... }
White Japanned... }
Bronzed Finishes .. } 70 to 75%
Electro-Plated..... }
Nickel Plated ..... }
White Porcelain..... .....60%
Solid Brass and Bronze Metal.....50%

Revolving Chimney Tops—
Iwans' Volcaneo .....50&5%

Rifle Cleaners—
Bishops :
Small Bore Rifle Cleaner ₩ doz. 3.00

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs ..... 50&60@60%
Hose with Burrs .....50&10@60%
IRON OR STEEL—
New List, Jan. 6, 1904.
Tinners.....75%&5%
Miscellaneous..... .....75%&5%

Rivet Sets—
Regular List..... 7

Rollers—Stay.
Cronk's:
No. 50, 55, 56, 60, 65
₩ doz. 1.00 .60 .75 .75 .90 1.25

Rope—
Cotton Rope: ₩ lb
Best ½ inch and larger 16½c
Medium 14½c
½ in. and larger..... .....
Common..... .....10½c

Jute Rope:
A grade..... ..... 6c
C grade.. ..... 5½c
Manila, Pure:
7-16 in. and larger..... .....12c
⅜ in 11½c
¼ and 5-16 in..... .....15c
Sisal, Pure:
7-16 in. and larger..... ....10c
⅜ in ....10½ c
¼ and 5-16 in.... . .....11c

Rules—
Athol, Steel 33⅓%
Boxwood ..... 60&10@60&10&10%
Ivory..... 35&10@35&10&5%
Keuffel & Esser Co.:
Folding, Wood.....35&10%
" Steel.. .....33⅓&10%
Lufkin's:
Steel.....50&10%
Lumber.....60%
Miscellaneous, Stanley's 50&10@60&10&10%

Sad Irons—
DOVER ASBESTOS—
Polishing 50%
Pressing.....60%
Laundry.....45%
Sleeve 50%
Tourist.....50%
Toy..... .....50%
Blacklock :
Plain Black in Cases ...₩ 100 lbs $9.75
Bronze Finished in Cases" 5.15
Aluminum Finish " " ".....2.25
Full Nickel " " ".....3.75
COLD HANDLED—
Enterprise Mfg. Co. of Pa. ...20&5&5%

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....70&10%

Sand and Emery Paper and Cloth—
Beader, Adamson & Co.'s: List.
Emery Cloth..... 50&10@60%
Garnet Paper..... 25%
Flint and Emery Paper...50&10@60%

Sash Balances—
Caldwell Mfg. Co.....50%
Pullman.....50&10@60%
Victor Bronze..... .....75%
Victor Steel 70%

Sash Chain—
Competition..... ...50&10%
Giant..... .....40%
Monarch B. C. Co,... .. ..70%
Pullman Bronze.....70%
" Cop Steel..... 70&10&10%
Royal Metal..... .....65&5%
Steel B. C. Co. ..... 70&10%
Steel, Copperplated.....70%
Victor Bronze 70%
Victor Steel.....75%

Sash Cord and Weight Fastener
Ives.....40%

Sash Cord—
Cable Laid Italian .....₩ lb 16@18c
Cable Laid Russia..... ₩ lb 15c
Common India..... ₩ lb 10@10½c
Patent Russia ..... ₩ lb 14c
Patent India..... ₩ lb 12½@15c
Silver Lake:
A Quality, Drab..... ₩ lb 40c
A Quality, White. ..... ₩ lb 35c
B Quality, Drab..... ₩ lb 35c
B Quality, White..... ₩ lb 30c

Sash Fasteners.
Imperial 33⅓%
Sash Rollers.....70%
Ives Casement Fasteners.....40%
Champion 50%
Monitor, Steel.....25%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....66⅔%

Sash Locks—
Champion Meeting Rail.....50%
Champion Side..... .....60%
Ives' Patent:
Bronze and Brass.....66⅔%
Crescent..... .....50&10%
Iron 66⅔%
Window Ventilating..... .....60%
Robison Patent Ventilating Sash Lock..... .....40%
Wrought Bronze and Brass.....55%
Wrought Steel.....55%
Payson's Signal 80%
Pullman Pat. Ventilating.....25%

Sash Weights—
Ton lots at factory (Eastern).... $25.00

Sausage Stuffers or Fillers—
Enterprise Mfg. Co.....25@25&7½%
National Specialty Mfg. Co.....30%

Saws—
Atkins:
Band 2 to 14 in. Wide.....0
Band ½ to 5-16 in. Wide.....

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Butcher.....40&10%
Pruning and Compass.....40%
Circular.....50%
Cross Cut.....35&5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40&10%
Diamond Saw and Stamping Works:
Sterling Kitchen Saws.....25%
Disston's:
Circular, Solid and Inserted Tooth.50%
Band 3 in. to 6 in. Wide.....60%
Band ⅛ in. to 1¼ in.....60%
Cross Cuts.....50%
Narrow Cross Cuts.....55%
Mulay, Mill and Drag.....50%
Framed Wood Saws.....35%
Wood Saw Blades.....35%
Wood Saw Rods.....35%
Hand Saws, Nos. 12, 99, 9, 16, D100, D8, 120, 76, 77, 8.....25%
Hand Saws, Nos. 7, 107, 107½, 3, 1, 0, 00, Combination.....30%
Compass, Keyhole, Pruning, Dovetail, &c.....25%
Butcher Saws and Blades.....35%
C. E. Jennings & Co.'s:
Butcher.....30&10
Hand Panel, Rip and other Saws 20&2½&10%
Peace:
Cross Cuts.....50%
Hand Panel and Rip.....30%
Richardson:
Circular and Mill.....50%
X Cuts.....50%
Hand Saws.....30%
Star, Butcher.....25%

HACK SAWS AND FRAMES—

Chatillon.....30%
Diamond Saw and Stamping Works:
Sterling Hack Saw Blades.....35%
Sterling Hack Saw Frames.....20%
Disston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....40%
Hack Saw Frames.....30%
Griffin's:
Complete.....40&10%
Saw Blades.....35&5&10
Star, Saws and Blades.....25%

Saw Filer—

Disston's D8 Clamp and Guide, $30.00
⅋ doz.....30%

Saw Frames—

C. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkins:
Criterion Saw Sets.....⅋ doz. $6.00
Excelsior Saw Tools.....⅋ doz. 6.00
Disston's Monarch, Nos. 1 & 10 and Star.....30%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal".....⅋ doz. net $8.50
"Royal".....⅋ doz. net 5.00
Morrill's:
No. 1, $15.00; No. 10, $15.63; No. 11, $15.63.....50%
Cross Cuts Nos. 3 and 4, $20.63; No. 8, $30.00.....50%
Richardson's.....25%
Seymour Smith & Son, Hammer ⅋ doz.....$4.25
Stillmans.....⅋ doz. 1.00
Taintors Positive.....$18.00 ⅋ doz. 60%

Scales—

Chatillon's:
Eureka.....30%
Favorite.....40%
Grocers Trip Scales.....40%
Family, Turnbull's.....30@30&10%
Hatch:
Counter.....40%
Tea.....40%
Union Platform Plain.....1.50@ 2. 0
Striped.....2.00@ 2.50
Pelouze.....50%

Scale Beams—

Chatillon's No. 1.....30%
Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) $6.00.....40&10%
Box, 1 Handle.....⅋ doz. $2.00
Box, 2 Handle.....⅋ doz. $3.00@4.00
Foot.....55&5&60&5%
Ship Common.....⅋ doz. $3.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....⅋ doz. $2.50

Screens—

DOOR—

	⅋ dos.
Phillips:	
Style R, 7/4 in.	$10.00
Style O77, 4-in.	7.50
Style X Y, ⅞ in	10.50

WINDOW AND FRAMES—

Phillips:
Fiver Pattern.....60&10@60&10&5%
Air Line Pattern.....60&10%
Perfection.....60&10@60&10&5%
Screen Frames.....60&5@30&10%

Screw Drivers—

Brace Screw Drivers.....35&10&5%
Buck Bros.....30%
Screw-Driver Bits.....37½%
Champion.....40%
Disston's Flat Blade, Electric Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01 ⅋ doz. $6.00 net
Electric Spiral No. 02 ⅋ doz. 5.00 net
Ellrich's Socket and Ratchet.....40&10%
Fray's Hol. Hdle. Sets, No. 8...$12, 50%
C. E. Jennings & Co.....40&10%
Jennings & Griffin.....66⅔%
Sargent & Co.'s:
No. 1 Forg. Blade...50&10@50&10&5%
Nos. 20 and 40.....66⅔%
Screw-Driver Bits (Snell's) ⅋ doz.....60c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles.....60&10%
No. 86.....70&10%
Snell's No. 5.....75%
No 10.....80%
Nos 20 and 30.....70%
Tower & Lyon:
Champion.....40%
Magazine.....25%
Machinists'.....40%
Balsley's Patent.....33⅓%

Screws—

WOOD SCREWS—

List, July 22, 1903.
Drive Screws, Diamond Point.87½&10%
Iron, Bright Flat Head.....87½&10%
Iron, Bright Round and Oval Head 85&10%
Brass, Flat Head.....85& 0%
Brass, Round Head.....80&10%
Bronze, Flat Head.....77½&10%
Bronze, Round Head.....75&10%
Nickel Plated, Iron Flat Head.77½&10%
Nickel Plated, Iron Round Head 77½&10%

MACHINE—

List, January 1, 1898.
Brass, Flat Head, Brass, Round Head, Iron, Flat Head, Iron, Round Head } 50@50&10%

COACH, LAG AND HAND RAIL—

G. P. Coach. List, Oct. 1, 1899. 75&15%
Hand Rail.....70&10@75%
Lag Screws. List, Oct. 1, 1899.
Cone Point.....75&20%

BENCH, HAND, ETC.—

Bench, Iron, ⅋ doz., 1 in., $2.50@3.75
1¼, $3.00@3.25; 1¼, $3.50@3.75
Bench, Wood, Beech.....83½@85%
Hand, Wood.....83½@85%
Jack Screws, Millers Falls, Roller Bearing.....50&10%
Jack Screws, Millers Falls, without Roller Bearing.....50&10&10%
Jack Screws, P. S. & W.....50@50&5%
Jack Screws, Sargent's.....70&10%

Scroll Saws—

Cricket.....10&10%
C. E. Jennings & Co.....25%
Lester, complete $10.00.....15&10%
Rogers, complete, $4.00.....15&10%

Scythes— ⅋ doz

Wadsworth's:
Natural Finish, Grass, Polished Blade, Grass, Painted or Bronzed, Grass, Clipper, Grain, Weed and Bush } 20%

Scythe Rifles.

3-Foot.....$10.00 ⅋ gro. } 40%
4- " .....$12.00 " " }

Scythe Stones.

No 1 Indian Pond....$7.00 ⅋ gro.
No 2 " " .... 4.50 " "
White Mountain.... 9.00 " "
Black Diamond..... 12.00 " "
Lamoille..... 11.00 " "
Green Mountains... 6.00 " "
Leader Red End.... 4.50 " "
Willoughby Lake.... 9.00 " "
Extra Quinnebog.... 7.00 " "
Pike's Corundum....24.00 " "
" Emery.....15.00 " " } 40%

Seeders—

Raisin, Enterprise.....35@30%

Shears—

Acme (Cast).....40@40&5%
Ætna, Steel Japanned.....30&20%
Ætna, Steel Nickeled.....70&20%
Barnard Lamp Trimmers.....40%
Carrier Cutlery Co.:
N. P. Straight Trimmers.....66⅔%
N. P. Bent Trimmers.....66⅔%
Japanned Straight.....70&10%
Japanned Bent.....70&10%
Cronks:
Nickel Plated.....60&10%
Japanned.....60&20%
Heinisch's:
St Trimmers, etc..60&10@60&10&10%
Tailors' Shears.....40%
Tinners' Snips.....40%
Pruning. See Pruning Hooks & Shears.
Seymour's Standard List:
Japanned.....70%
Nickeled.....60%
Standard Cutlery Co.:
Japanned.....70&10%
Nickeled.....60&10%
Star Brand:
Nickel Scissors.....60
Nickel Shears.....60%
Japan Shears.....70%
Tailors' Shears.....40&10%
Pruners.....70%
Tinners' Snips.....40&10%

Shears, Hedge—

Wm. Wilkinson & Sons.....50%

Sheaves—

SLIDING DOOR—

Corbin's list.....60&10&5%
Hatfield's Pattern.....70&10@60%
Stowell's Anti-Friction.....50%
Patent Roller.....60&10@60&10&5%

SLIDING SHUTTER—

Sargent's list.....70%

Shells—

See Ammunition.

Ship Tools.

L. & I. J. White.....25%

Shot—

See Ammunition.

Shovels and Spades—

Association List, Nov. 15.....40%
F. E. Kohler Co.....net prices
Avery Stamping Co.....net prices

Shutter Bars—

Ives'.....45%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunter's Genuine ⅋ gross, $10.50@$11.50

Skate Sharpeners—

Eureka.....⅋ doz. $1.75; ⅋ gro. $18.00

Slaters Tools—

Plumbs.....30%

Slaw and Kraut Cutters—

Disston's:
Slaw, Vegetable, Corn Grater, Turnip Shredder.....40%
Kraut Cutters, 21x7, 26x6, 30x9.....55%
Kraut Cutters, 26x12, 40x12.....40%
Enterprise Mfg. Co.....35@30%
Tucker & Dorsey:
1 Knife.....⅋ gro. $18.00@$20.00
2 Knives.....⅋ gro. 28.50@ 30.00
Kraut Cutters.....40%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.—

German, new list.....40@40&10%
Sargent's:
Patent Guarded.....66⅔%
Covered Spring.....50@66⅔%
Covert Mfg. Co.:
Covert Breast Strap Bkle snaps40%&5%
Yankee Breast Strap Buckle Snaps30%
Breast Strap Protector.....45%&5%
Double for Bits or Trace Carrier...45%
Trojan Snaps.....45%
High Grade Snaps.....45%
Jockey Snaps.....30&10%
Derby Snaps.....30&5&2%
Rope Snaps.....40&5%
Yankee Snaps.....30&5&2%

Scythe Snaths—

National Snath Co:.....45@50%
Grain Cradles.....40%&12½%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.)...50&10%
Iron.....⅋ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2d quality.....33⅓%

Spoons and Forks—

Boardman's:
Nickel Silver, Catalogue "D" net, List

SILVER PLATED FLAT WARE—

L. Boardman & Son, Catalogue "D" net List
"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....50&10&10%
German Silver, unplated.....60@60&10%

KNIVES AND FORKS NO. 12—

	⅋ dos. net
"1847"	$3.50
"Anchor"	3.25
"Eagle"	3.25
"Star"	3.25
Rogers, Smith & Co.	1.25
Rogers & Hamilton	1.25
Holmes & Edwards	1.50

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels, new List, 70%
Try Square and T Bevel 60&10&5%
Winterbottom's Try and Mitre...40&10%
Nickel Plated. New List Jan. 5, 1900.....70&10&10%
Steel and Iron.....70&10&10%

Staples—

Barbed Blind—⅛, ⅝ and ¾ inch, ⅋ lb.....6½c

FENCE—

Same price as Barb Wire. See Trade Report.

Stay Rollers—

Cronk's, No. 50 Net per doz.....$1.00
" No. 55 " " " 80c
" No. 56 " " " 84c
" No. 60 " " " 84c
" No. 68 " " " 80c

Steels—

Chatillon's "Dicks".....30%

Stocks and Dies.

BICYCLE—

Holroyd & Co.....40&10%

BLACKSMITH'S—

Butterfield's.....35&10%
Gardner.....35½&10%
Holroyd & Co.....60,10&5%
Holroyd's R'd Adj Screw Plates.....50%
Lightning Screw Plate.....35%
Reece's New Screw Plates.....35&20%

PIPE MAKERS—

Holroyd & Co.....60&10%@60&10&5

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Store Ladders—

Lane's.....10%
Myers' Noiseless.....30%

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.

List Jan. 15, 1900.
American Cut Tacks.....80&35%
S. S. Cut Tacks.....80&30%
Carpet Tacks:
American, Blued.....80&5&10%
American, Tinned.....80&30&10%
Swedes Iron Tacks.
S. S.....80&30&10&5%
Bill Posters' and Railroad Tacks:
S. S.....80&45&10%
Common and Patent Brads...80&10&5%
Gimp Tacks:
S. S.....80&40&10%
Hungarian Nails, Steel.....80&30&5%
Lace Tacks:
S. S.....80&15&10%
Looking Glass Tacks.....70&10&5%
Trimmers' Tacks:
S. S.....80&30&10&5%
Trunk and Clout Nails:
Steel, Black.....80&10%
Steel, Tinned.....80&10%
Upholsterers's Tacks:
S. S.....80&45&10&5%

MISCELLANEOUS—

Double Point, in dozens.....80&5 cents
Shade, in dozens.....80&10&5%
Shade, in bulk.....65%

Tack Pullers—

Columbia, No. 1, ⅋ doz., net.....$1.25
Columbia, No. 2, ⅋ doz., net.....1.00
Little Jack.....⅋ doz.....1.00

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Tapes, Measuring—

Eddy's.
American Asses' Skin.....40&10@50%
Leather Case.....25@25&10%
Star Steel.....40@10&10%
Steel.....30&5@35%
Chesterman's.....25@25&5%
Keuffel & Esser Co.:
"Favorite" Asbestos Skin...40&10@50%
" Duck and Leather 25&5@35&10%
Metallic Steel... } Lower List.....35@35&5%
Pocket.....35@35&10%
Lufkin's Steel and Metallic....30@33⅓&5

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.:
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmith.....65&10%
Machine Screw.....75&10@80%
Machinists' Hand:
1-16 to 1¼ in. inc.....65&10%
1⅝ to 2.....50. 10&5%
2 1-8 to 3 in. inc.....33⅓&10%
3 1-8 to 4 in. inc.....20%
Pipe, ⅛ to 1¼.....80&20%
Pipe, 2 to 3 in.....80&15%
Pipe 3½ & 4 in.....66⅔&15%

Tap Wrench—

Rollis Hdw. Co. $6.00.....50%

Thumb Latches—

See Handles.

Ties, Wall and Veneer—

The Metal Stamping Co., Niagara 20&10%

Tinware—

Stamped, Japanned and Pieced, Net Prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co.....40%
Enterprise Mfg. Co.....25@30%

Toilet Clippers—

See Clippers.

Trammel Points—

C. E. Jennings & Co., "Eureka"...35%
Disston's.....70%
Sargent's.....40&10%
Stanley's.....30&10%

Transom Lifters—

Payson's Solid Grip, Nos. 643 and 644, ℔ 100.....net. $18.00
Payson's:
Balance, Iron List.....70&10&10%

Traps—

FLY—

Balloon.....℔ doz. $1.25, ℔ gro. $12.00
Globe.....℔ doz 1.25, ℔ gro. 12 00
Harper.....℔ doz. 1.40, ℔ gro. 13.50

GAME—

Enterprise Mole.....15&10%
Hawley & Norton.....65@65&5%
Newhouse.....45&45&5%
Victor.....75%@7½&5%

MOUSE AND RAT—

Hotchkiss:
Metallic Mouse.....50%
Improved Rat.....50%
New Rat.....50%
Mouse, Round Wire, ℔ doz...$1.00, 1½
Mouse, Wood, Choker, ℔ doz. holes, 9c
Marty French Rat and Mouse Traps (Genuine):
No. 1, Rat, each $1.13, ℔ doz...$12.00
No. 3, Rat, ℔ doz., $6.00; case of 50.....5.25
No. 3½, Rat, ℔ doz., $4.75; case of 72.....4.25
No. 4, Mouse, ℔ doz., $3.50; case of.....2.75
No. 5, Mouse, ℔ doz., $2.75; case of 150.....2.25
Schuyler Rat Killer No. 1, ℔ gro., $15.00; No. 2, ℔ gro.....net $15.00
Mouse, No 3.....net 9.00
Smith & Egge Mfg. Co.: ℔ doz.
Superior Rat Trap.....$15 00
Yankee Mouse Trap.....5.50
Yankee Rat Trap.....11.00

Trouser Hangers—

Pullman No. 1, ℔ gro.....$ 9.00
" " 4, ℔ gro.....24.00

Trowels Mechanics—

Brade's Brick.....30%
Disston's:
Brick and Pointing.....30%
Plastering.....25%
"Standard Brand" and Garden...35%
C. E. Jennings & Co.:
Brick.....30%
Plastering.....25%
Pointing.....30%
W. & McP. Plastering.....25%
"Rose" Brick, Plastering and Moulders.....25&5%

Trowels, Garden—

Koblers:
Mat. Hdl. Jap.....℔ gross, net, $5 00
" " Tinned.....net, 6.20
Wood Hdl, per gross, net.....$4.50
Disstons.....35%

Vegetable Slicers—

Enterprise Mfg. Co.....25%

Vises—

Oval Slide.....60&10%
Solid Box.....60&10@60&10&10%
Columbian Hdw. Co:
Nos. 110 and over.....50%
Nos. 100 and under.....50&10%
Solid Box, Horseshoers', Nos. 60, 65 and 70.....50&10%
Armstrong's:
Combination.....50%
Plain and Hinge.....60%
Bonney's Champion.....40 & 10%
Holland's.....40%
Howard's.....40%
Little Giant Bench.....25&10%
Lowell Hand.....33⅓&5

Massey:
Perfect.....20%
Clincher.....30@40%
Wood-Working.....15@20%
Planer.....15@20%
Comb. Pipe.....40%

Millers Falls:
Mechanics'.....10%
Oval Slide.....60&10%
Ball Clamp.....45& 5%
Hand.....15&10%
Moore's.....20%
Prentiss.....20@25%
Sargent's.....40%
Snedliker's.....30@33⅓&5%
Stephens.....30@33⅓&5
Trenton.....40@40&5%
Wright's Pipe.....40%

SAW FILERS—

Bonney's Nos. 1 & 3.....40%
Wentworth's.....40&10@50

Wads—

See Ammunition.

Wagon Jacks—

Auto Screw Jacks.....30&5
Covert Mfg. Co.'s, Steel.....45&2½
Lane's Steel.....30&10%

Washer Cutters—

Otis A Smith's.....20&10&10%

Weights, Hitching—

Covert Mfg. Co.....40&2%

Well Wheels—

Japanned, 8 to 14 inches.....Net

Weed Extractors—

"Pastime".....℔ doz. $1.75 net

Window Cleaners—

Barnes Mfg. Co.....40%
Bosley's Peerless.....60%
" X. L. C. R.....70%
Clayton s.....25&10%
Phœnix.....60%

Window Stop Adjusters—

Ives' New List.....35%
Taplin's "Perfection".....35%

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....30%
Bright Wire Goods, New List June 24, 1903.....90@90&10
Cast Steel Wire.....50%
Copper Wire.....15%
Annealed and Tinned on Spools 70&10&10%
Brass and Copper on Spools, 60&10@60&10&10%
Spooled Wire, ass'd for Retailing 70&5%
Market Wire, Bright or Annealed:
Nos. 6 to 9.....80&5%
Nos. 10 to 18.....80%
Nos. 19 to 26.....80&10%
Nos. 27 to 31.....80&5%
Galvanized:
Nos. 15 to 26.....75&5%
Coppered:
Nos. 6 to 14.....75&10%
Nos. 15 to 18.....75&10%
Tinned:
Nos. 6 to 14.....77½%
Nos. 15 to 18.....75&5%
Cast Steel.....65%
Charcoal Iron.....60%
Gun Screw.....65%
Picture Wire, List of Oct. 2, 1900.....85&10@85&10&10%
Stub's Steel Wire.....$6.00 to £ 33⅓%

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.90&10@80&15%
Painted Screen Cloth, good quality, ℔ 100 sq. ft. 1.15@1.25

Wire Rope—

Bright.....50&2½%
Iron, Galvanized.....42½&2½%

Wire Rope Clips—

Crosby.....35%

Wire Stretchers—

W. C. Heller's Grip.....℔ doz. $1.50

Wrenches—

Agricultural.....75&10%
Alligator.....70&10%
Baxter's.....70@70&10%
Machinists.....50%
Solid Handle.....50%

Bemis & Call's:
Briggs Pattern.....30&10%
Improved Pipe, Bright.....60%
Patent Combination Black.....40&5%
Patent Combination Bright.....40%

Bicycle:
Club.....40%
Superior.....40%
Featherweight.....40%
Protection.....40%
Boardman's.....30@33⅓%

Coes':
Genuine.....40&10&5&5%
"Mechanics'".....40&10&10&5&5%
Coes' Pattern, Wrought Bar...60&5&5@ 60&10%
Donohue's Engineer.....40&10%
Eagle Pipe.....50&10%
Gem.....30%
Stillson Pipe.....60&10%
Taylor Pipe and Nut.....40%
Acme.....60@60&10%
Bull Dog.....70%
Hercules.....70%

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels, ℔ gal. 44c
Linseed, City, Boiled, in barrels, ℔ gal. 46c
Out of Town on Spot.....℔ gal. 43c
Calcutta, Raw, in barrels.....℔ gal. 55c
Lard, Prime City.....℔ gal.....55 @58c
Lard, Extra, No. 1.....48@49c
Lard, No. 2.....36@38c

Paints and Colors—

Barytes, Foreign Floated, ℔ ton, $17 50@19.00
Barytes, American Floated, ℔ ton, $17.00@$18.50
Barytes, Crude.....℔ ton 9.00@ 10.00
White Lead, American, Dry, in bbls. ℔ lb. 6c
White Lead, American, in Oil, in lots of less than 500 lbs.....℔ lb. net 7c
In lots of 500 lbs. and over...℔ lb. 6¼c
White Lead, Eng., in Oil..℔ lb.....6¼c
Litharge, Kegs.....℔ lb. 6¾@7¼c
Zinc, American, Dry.....℔ lb. 4 5-8@5c

Putty—

In bulk.....$1.15
In bladders.....1¾@2
In cans, 12½ lb to 25 lb.....1¾@2

Spirits Turpentine—

In regular bbls.....54@ 54½c
In machine bbls.....54½@ 55c

Dry Colors—

	℔ lb
Blue, Chinese	30 @35 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	5 @15 c
Sienna, Italian, burnt & powdered	3 @ 6½c
Sienna, Italian, raw & powdered	3 @ 6½c
Umber, Turkey, burnt	8½@ 8½c
Umber, Turkey, raw	8½@ 8½c
Green, Chrome, Ordinary	5 @ 7 c
Green, Paris, in kegs	13½@14½c
Indian Red, American	3 @ 8½c
Indian Red, English	4½@ 8½c

Colors in Oil—

Black Lampblack, best	12 @14 c
Blue, Chinese	35 @46 c
Blue, Prussian	28 @34 c
Blue, Ultramarine	14 @16 c
Sienna, burnt	11 @13 c
Sienna, raw	11 @13 c
Umber, burnt	12 @16 c
Umber, raw	11 @14 c
Brown, Vandyke	11 @14 c

A FIREPROOF ROOF IS THE ONE MADE FROM **PORTABLE ASPHALT GRAVEL ROOFING**

Made of Natural Asphalt Saturated Felt, coated with Pure Trinidad Asphalt.

ITS LASTING QUALITIES ARE UNEQUALLED.

We also make **Asbestos Roofing, Cork Roofing, Mica Slate Roofing, Genuine Asphalt Roof Paint, Elastic Rubber Cement.**

STOWELL MANUFACTURING CO.,

114-134 Culver Avenue, - - - JERSEY CITY, N. J.

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HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Adjustable Stocks and Dies.
Armstrong Mfg. Co., Bridgeport, Conn.

Adjustable Wrenches.
Walworth Mfg. Co., Boston, Mass.

Agricultural Implements.
Geneva Tool Co. Geneva, Ohio.
John H. Graham & Co., New York.
American Fork and Hoe Co., Cleveland, O.

Animal Pokes.
American Fork and Hoe Co., Cleveland, O.

Anti-Friction Metal.
Magnolia Metal Co., New York.

Anvils.
Alfred Field & Co., New York.
Columbian Hardware Co., Cleveland, Ohio.

Apple Parers.
Goodell Company, Antrim, N. H.

Arbor Presses.
Chandler & Farquhar, Boston

Art Hardware.
Sargent & Co., New York.

Asphalt Gravel Roofing.
Stowell Mfg. Co., Jersey City, N. J.

Augers and Auger Bits.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.

Automobiles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awls.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.

Axes and Edge Tools.
L. & I. J. White Co., Buffalo, N.Y.
Sargent & Co., New York.
Peck Edge Tool Co., Cohoes, N. Y.

Axle Grease.
Fraser Lubricator Co., New York.

Axle Oil.
The Frank Miller Co., New York.
C. L. Hathaway & Sons, Inc., Boston. Mass.

Babbitt Metal.
Magnolia Metal Co., New York.

Bait, Pflueger's Luminous
Enterprise Mfg. Co., Akron, Ohio.

Balances, Sash, (Spring).
Pullman Mfg. Co., Rochester, N. Y.

Bank Railings.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.

Barb Wire.
Fuller Bros. & Co., New York.

Barn Shovels.
Geneva Tool Co., Geneva, O.

Barn Paints.
Geo. W. Pitkin Co., Chicago, Ill.

Bath Room Fixtures.
Buffalo Mfg. Co., Buffalo, N. Y.

Barrel Bolts, Wrought.
Sargent & Co., New York.

Bearing Metal.
Magnolia Metal Co., New York.

Beef Shavers.
Enterprise Mfg. Co. of Pa., Phila

Beet Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva O.

Beet Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'.
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs.
John H. Graham & Co., New York.
Sargent & Co., New York.

Belt Dressing.
Jos. Dixon Crucible Co., Jersey City N. J.

Belt Shifters.
Chandler & Farquhar, Boston.

Belting.
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Punches.
Chandler & Farquhar, Boston.

Bench Shears.
Chandler & Farquhar, Boston.

Bicycles.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Chain Lubricant
Enterprise Mfg. Co., Akron, Ohio.

Bicycle Stands.
F. E. Myers & Bro., Ashland, Ohio.

Bicycle Step Ladders.
Bicycle Step Ladder Co., Chicago, Ill.

Bicycle Sundries.
Cushman & Denison, New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Edwin B. Stimpson & Son, New York.

Bicycle Wrenches.
Barnes Tool Company, New Haven, Conn.

Bits.
Alfred Field & Co., NewYork.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Blacksmiths' Vises.
John H. Graham & Co., New York.

Blocks, Tackle.
Lane Bros., Po'keepsie, N. Y.

Bolt and Screw Cases.
J. D. Warren Mfg. Co., Chicago.

Bolts, Bolt Ends, etc.
Columbus Bolt Works, Columbus, O

Bolts, Wrought Barrel.
Griffin Mfg Co., Erie, Pa.

Boring Machines.
Ajax Manf'g Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York.

Bottle Corkers.
Hugo Reisinger New York.

Box Corner Fasteners.
Cary Manufacturing Co., New York.
Standard Metal Strap Co., New York

Box Hasps and Hinges.
Cary Mfg. Co., New York.
Standard Metal Strap Co., New York

Box Straps.
Cary Mfg Co.. New York
Standard Metal Strap Co., New York.

Braces, Carpenters',
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
Sargent & Co., New York.
The H. H. Mayhew Co., Shelburne Falls, Mass.

Brackets, Folding.
Griffin Mfg Co., Erie, Pa.

Brackets, Shelf.
Griffin Mfg Co., Erie, Pa.
Piqua Bracket Co , Piqua, Ohio.
Sargent & Co., New York.

Brad Awls.
Hurwood, Mfg. Co., Bridgeport, Conn.

Brands, Burning.
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass and Composition Castings.
Magnolia Metal Co., New York.

Brass Goods.
Walworth Mfg. Co., Boston, Mass.

Bridge Rods.
Columbus Bolt Works, Columbus, O.

Brooders.
Reliable Incubator & Brooder Company, Quincy, Ill.

Builders' Hardware.
Champion Safety Lock Co., Geneva, O.
Columbian Hardware Co., Cleveland, Ohio.
The Wm. Bayley Co., Springfield O
John H. Graham & Co., New York.
Hobart B. Ives Co., New Haven, Conn.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs.
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels.
John Chatillon & Sons, New York.
Goodell Co., Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales.
John Chatillon & Sons, New York.
Osgood Scale Co., Binghamton, N. Y.

Butts, Door.
Bommer Bros., Brooklyn, N. Y.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Sargent & Co., New York.

Butts, Spring.
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland Ohio.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.

Cabinets, Bolt.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Cabinet Hinges
Columbian Hardware Co., Cleveland, Ohio.

Calipers.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms and Tool Co., Chicopee Falls, Mass.

Can Openers.
John H. Graham & Co., New York.
Sargent & Co., New York.

Canopies (Mosquito).
I. E. Palmer, Middletown, Conn.

Carpenters' Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.

Carpenters' Tools.
Stanley Rule & Level Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Carpet Beaters,
Holt-Lyon Co., Tarrytown, N. Y.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
National Sweeper Co., Marion, Ind.

Carpet Stretcher and Tack Hammer Combined
R. W. Montross, Galion, Mich.

Carriage Bolts.
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing.
Frank Miller Co., New York.

Carriers, Hay.
F. E. Myers & Bro., Ashland, Ohio.

Cash Registers.
International Co., The, Columbus, O.
National Cash Register Co., Dayton, Ohio.

Casters, Bed and Plate.
Sargent & Co., New York.

Catalogue Cases.
J. D. Warren Mfg. Co., Chicago, Ill.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo, N. Y.

Chains.
Covert Mfg. Co., West Troy, N. Y
Alfred Field & Co., New York.
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow.
Covert Mfg. Co., West Troy, N. Y

Chains, Sash.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chairs (Invalid).
I. E. Palmer, Middletown, Conn.

Cheeks, Brass.
Schwerdtle Stamp Co., Bridgeport Conn.

Cherry Stoners.
Enterprise Mfg. Co. of Pa., Philadelphia.
Goodell & Co., Antrim, N. H.

Chisels.
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cold.
Hurwood, Mfg. Co., Bridgeport Conn.

Chisels, Firmer.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York
Sargent & Co., New York.
L. & I. J. White Co., Buffalo, N. Y.

Churns.
One Minute Churn Co., New York, N. Y.

Clamps.
Batavia Clamp Co., Batavia, N. Y.
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Claw Hammers.
Franklin Specialty Co., Reading, Pa.

Cleavers.
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
L. & I. J. White Co., Buffalo, N. Y

Clippers.
Chicago Flexible Shaft Co., Chicago, Ills.

Clippers, Horse and Barbers'.
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York.
John H. Graham & Co., New York.

Clipper Sharpeners
John Van Benschoten, Poughkeepsie N. Y.

Closet Pulls.
Smith & Egge Mfg. Co., Bridgeport Conn.

Clothe Bars.
A. J. Phillips Co., Fenton, Mich.

Coat Hanger (Folding)
Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks.
Columbian Hardware Co., Cleveland Ohio.
John H. Graham & Co., New York.
Sargent & Co., New York.

Coffee & Spice Mills.
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
W. H. Glenny & Co., Rochester, N.Y
Lane Brothers Co., Poughkeepsie, N. Y.
Sargent & Co., New York and New Haven.

Coil Springs, (Door).
Pullman Mfg. Co., Rochester, N. Y.

Coke Forks.
Geneva Tool Co., Geneva, O.

Conductor Pipe.
American Steel Roofing Co., Middletown, Ohio.

Contractors' Plows.
Syracuse Chilled Plow Co., Syracuse N. Y.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Corking Machines.
Hugo Reisinger, New York.

Cork Pullers.
Enterprise Mfg. Co. of Pa., Philadelphia.
Erie Specialty Co., Erie, Pa.

Corkscrews.
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.

Corn Hooks.
Geneva Tool Co., Geneva, O.

Corn Sheller (Hand).
The Wm. Bayley Co., Springfield, O.

Cotton Hoes.
Geneva Tool Co., Geneva, O.

Counterfeit Detectors.
Pelouze Scale & Mfg. Co., Chicago.

Counters, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin.
J. D. Warren Mfg. Co., Chicago, Ill

Countersinks.
C. E. Jennings & Co., New York.

Cover Lifters, Stove.
Fanner Mfg. Co., Cleveland, O.

Crayons.
Joseph Dixon Crucible Co., Jersey City, N. J

Cupboard Catches.
Champion Safety Lock Co., Geneva, Ohio.

Cupboard Turns.
Champion Safety Lock Co., Geneva, Ohio.

Curled Hair.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Curry Combs.
John H. Graham & Co., New York.

Cuspadors.
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket.
John Chatillon & Sons, New York
Cronk & Carrier Mfg. Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, Eng.

Cutlery, Table.
Alfred Field & Co., New York.
Goodell Co., Antrim, N. H
Lamson & Goodnow, M'f'g Co
ShelburneFalls, Mass
Jos. Rodgers & Sons, Sheffield, England.

Cut Nails.
Fuller Bros. & Co., New York.

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Gutters, Rod.
J. Stevens Arms & Tool Co.,
Gutters, Wire.
Cronk & Carrier Mfg. Co., Elmira N. Y.
Cutting Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Dairy Scales.
Osgood Scale Co., Binghamton, N. Y.
Dampers.
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
Dies, Steel.
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Display Racks.
Piqua Bracket Co., Piqua, Ohio.
Dog Collars and Muzzles.
Alfred Field & Co., New York.
Door Catches
American Hardware Mfg. Co., Ottawa, Ill.
Columbian Hardware Co., Cleveland, Ohio.
Door Holders.
Pullman Mfg. Co., Rochester, N. Y.
Door Checks and Springs.
Sargent & Co., New York.
Door Pulls
Columbian Hardware Co., Cleveland, Ohio.
Door Springs
Columbian Hardware Co., Cleveland, Ohio.
Door Strikes
Columbian Hardware Co., Cleveland, Ohio.
Dormant Scales.
Osgood Scale Co. Binghamton, N. Y.
Dough Mixers.
R. W. Jamieson Co., New York.
Drawers, Hardware.
J. D. Warren Mfg. Co., Chicago, Ill.
Drawer Pulls.
Griffin Mfg Co., Erie, Pa.
Champion Safety Lock Co., Geneva Ohio.
Drawing Instruments.
C. E. Jennings & Co., New York.
Keuffel & Esser Co., New York.
Sargent & Co., New York.
L. S. Starrett Co., Athol, Mass.
Drawing Knives.
L. & I. J. White Co., Buffalo, N. Y.
Drills, Bench.
Chandler & Farquhar, Boston, Mass.
(See Twist Drills.)
Drills, Blacksmiths', Etc.
Sargent & Co., New York.
Dripping Pans.
The Bronson Walton Co., Cleveland, O.
Dumb Waiters.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Duplicating Machines
Felix P. J. Daus Duplicating Co., New York.
Ears, Knobs and Handles.
Berger Bros. Mfg. Co., Philadelphia, Pa.
Edge Tools.
L. & I. J. White Co., Buffalo, N. Y.
Egg Beaters (Dover).
Holt Lyon Co., Tarrytown, N. Y.
Electric Bells and supplies.
John H. Graham & Co., New York.
Elevator Enclosures and Cars.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Elevators.
Kimball Bros. Co., Council Bluffs, Iowa.
O'Neill Elevator Co., Philadelphia, Pa.
Storm Mfg. Co., Newark, N. J.
Emery and Garnet Paper.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Emery Paper and Cloth.
Baeder & Adamson Co., Phila. and New York
Emery Wheels.
Pike Mfg. Co., Pike, N. H.
Envelope and Stamp Lubricators.
Pelouze Scale & Mfg. Co., Chicago.
Escutcheons and Push Plates.
Sargent & Co., New York.
Export Agents.
John H Graham & Co., New York.
Farm Fencing.
New Jersey Wire Cloth Co., Trenton and New York.
Farming Tools.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Faucets, Metal.
John H. Graham & Co., New York.
Faucets, Wood.
John Sommer's Son, Newark, N. J.
Fences, Wire and Iron.
Adams Steel & Wire Works, Joliet, Ill.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Stewart Iron Works, Cincinnati, O.
Van Dorn Iron Works Co., Cleveland, Ohio.
Field Hoes.
Geneva Tool Co., Geneva, O.
Files.
G. & H. Barnett Co., Philadelphia.
Alfred Field & Co., New York.
Nicholson File Co., Providence, R. I.
Fillers, Wood
E. E. Nice, Philadelphia, Pa.
Filters.
Buffalo Mfg. Co. Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fire Arms.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co. Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Fish Cleaners, Shoo Fly Cream
Enterprise Mfg. Co., Akron, Ohio.
Fish Hook Disgorgers
Enterprise Mfg. Co., Akron, Ohio.
Fish Hooks, Ringed and Flatted
Enterprise Mfg. Co., Akron, Ohio.
Fishing Floats.
J. M. Mast Mfg. Co. Lititz, Pa.
Fishing Tackle.
Enterprise Mfg. Co., Akron, Ohio.
Clark, Horrocks & Co., Utica, N. Y
J. M. Mast Mfg. Co., Lititz, Pa.
Flint Paper.
Baeder & Adamson Co., Phila. and New York.
Floor Plates.
American Tube and Stamping Co., Bridgeport, Conn.
Flower Stands.
Eclipse Novelty Works, Pulaski, Pa.
Food Choppers.
The Wm. Bayley Co., Springfield, O.
Enterprise Mfg. Co. of Pa., Phila., Pa.
Sargent & Co., New York, and New Haven, Conn.
ville, Ct.
Forgings, Carriage.
Columbus Bolt Works, Columbus, O.
ville, Ct.
Forks (Electric Silver).
M. S. Benedict Mfg. Co. East Syracuse, N. Y
Frame Pulleys.
Sargent & Co., New York.
Freezers (Ice Cream).
Alaska Freezer Co., Winchendon, Mass.
Fruit Jar Wrenches.
Champion Safety Lock Co., Geneva, Ohio.
Fruit Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Furnace Shovels.
Geneva Tool Co., Geneva, Ohio.
Galvanized Wire.
Fuller Bros. & Co., New York.
Garden Hoes.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Garden Hose.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Garden Rakes—Steel.
American Fork and Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
Garden Tools.
Alfred Field & Co., New York.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
W. H. Glenny & Co., Rochester, N. Y.
Garnet Paper.
Baeder & Adamson Co., Phila. and New York.
Gas Pliers.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Gasfitters' Supplies.
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
Gas Stoves.
Taylor & Boggis Foundry Co., Cleveland, O.
Gauges.
The H. H. Mayhew Co., Shelburne, Falls, Mass.
Gauges, Butt.
Stanley Rule and Level Co., New York.
Gimlets
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co.
Glass Cutters.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Glass Water Coolers.
Mississippi Glass Co., New York.
Glue.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
Grain Cradles.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grain and Barley Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Graphite.
Joseph Dixon Crucible Co., Jersey City, N. J.
Grass Hooks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Grates.,
Blacklock Foundry, South Pittsburgh, Tenn.
Grinders (Surface)
John Van Benschoten, Poughkeepsie N. Y.
Grist Mills (Hand).
The Wm. Bayley Co., Springfield, O.
Gummers, Saw.
Henry Disstons Sons, Phila., Pa.
Guns.
Alfred Field & Co., New York.
Harrington & Richardson Co. Worcester, Mass.
Chandler & Farquhar, Boston.
Hack saws.
Diamond Saw & Stamping Co., Buffalo, N. Y.
Hack saw Blades, Sterling.
Diamond Saw & Stamping Works, Buffalo, N. Y.
Hack Saws (Universal).
West Haven Mfg. Co., New Haven, Conn.
Hair Felting.
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago
Halter Chains.
Covert Mfg. Co., West Troy, N. Y.
Halters, Web and Rope
Covert Mfg. Co., West Troy, N. Y.
Hammers.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stanley Rule and Level Co., New York.
Franklin Specialty Co., Reading, Pa.
Hammers, Adz-Eye.
Henry Cheney Hammer Co., Little Falls, N. Y.
Hammocks.
I. E. Palmer, Middletown, Conn.
Hand Carts.
Syracuse Chilled Plow Co., Syracuse, N. Y.
Hand Elevators.
Storm Mfg. Co., Newark, N. J.
Handles, Tool.
Berger Bros Co., Philadelphia.
Geneva Tool Co., Geneva, O.
Hangers, Barn Door.
Cronk & Carrier Mfg. Co., Elmira,
John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny, Pa.
Hangers, Coat and Hat.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
W. H. Glenny & Co., Rochester, N. Y.
Hangers, Joist and Wall.
Columbian Hardware Co., Cleveland, Ohio.
Van Dorn Iron Works Co., Cleveland, Ohio.
Hangers, Parlor Door.
Sargent & Co., New York.
Lane Bros. Co. Poughkeepsie, N. Y.
Hangers, Pipe.
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass
Hardware Cabinets.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Cases.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York.
Robert Murray, New York.
Hardware Shelving.
J. D. Warren Mfg. Co., Chicago, Ill.
Hardware Specialties.
American Hardware Mfg. Co., Ottawa, Ill.
Alfred Field & Co., New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
Robert Murray, New York.
Sargent & Co., New York.
Taylor & Boggis Foundry Co., Cleveland, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Franklin Specialty Co., Reading, Pa.
Harness Dressing.
Frank Miller Co., New York, N. Y
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Oil Blacking.
C. L. Hauthaway & Sons, Inc., Boston, Mass.
Harness Snaps.
Covert Mfg. Co., West Troy, N. Y.
Sargent & Co., New York.
Hatchets
Franklin Specialty Co., Reading, Pa.
Hasps and Staples.
Griffin Mfg Co., Erie, Pa
McKinney Mfg. Co., Allegheny, Pa.
Hay Carrying Tools.
F. E. Myers & Bro., Ashland, Ohio.
Hay Forks.
American Fork and Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
Heeler Forks.
Geneva Tool Co., Geneva, O.
Hinges.
Columbian Hardware Co., Cleveland, Ohio.
Griffin Mfg Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hinges, Floor Spring
Columbian Hardware Co., Cleveland, Ohio.
Hinges, Gossett's Detachable Suspension.
F. D. Kees, Beatrice, Neb.
Hinges, spring.
Bommer Bros., Brooklyn, N. Y.
Columbian Hardware Co., Cleveland, Ohio.
Niles Mfg. Co., Chicago.
Sargent & Co., New York.
Hoisting Machinery.
Kimball Bros. Co., Council Bluffs, Ia.
Hollow Ware.
Blacklock Foundry, South Pittsburgh, Pa.
Hones, Razor.
Alfred Field & Co., New York.
Pike Mfg. Co., Pike, N. H.
Hooks.
Berger Bros. Co., Philadelphia.
Columbian Hardware Co., Cleveland, Ohio.
John H. Graham & Co., New York.
Sargent & Co., New York.
Horse and Cattle Ties.
Covert Mfg. Co., West Troy, N. Y.
Horse Clipping Machines
American Shearer Mfg. Co. Nashua, N. H.
Horse Nails.
Capewell Horse Nail Co., Hartford Conn.
Putnam Nail Co., Naponset, Boston Mass.
Horse Rasps.
G. & H. Barnett Co., Phila., Pa.
Mayer Bros. Phila., Pa.
Nicholson File Co., Providence, R. I.
Hose Pipe.
F. E. Myers & Bro., Ashland, Ohio.
Hose, Rubber.
F. E. Myers & Bro., Ashland, Ohio.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Ice Awls.
The Ducharmes Co., Shelburne Falls Mass.
Ice Balances.
John Chatillon & Sons, New York.
Pelouze Scale & Mfg. Co., Chicago.
Ice Chisels.
John Chatillon & Sons, New York.
Ice Cream Freezers.
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadelphia.
Ice Creepers.
Edwin B. Stimpson & Son, New York
Ice Picks.
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Franklin Specialty Co., Reading, Pa.
Ice Tools.
W. H. Glenny & Co., Rochester, N. Y
John Chatillon & Sons, New York.
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
Incubators.
Reliable Incubator & Brooder Co., Quincy, Ill.
Iron and Steel Sheets.
American Sheet and Tin Plate Co. Pittsburg, Pa.
Iron Enamel.
Nickel Plate Stove Polish Co., Chicago, Ill.
Iron Fences.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co. Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Iron Work.
The Wm. Bayley Co., Springfield, O.
J. E. Bolles Iron and Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
W. H. Anderson & Sons, Inc., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland, Ohio.
Jack Chains.
Smith & Egge Mfg. Co., Bridgeport, Conn.
"Japalac."
Glidden Varnish Co., Cleveland, O.
Job Lots.
Jacob McInerny Co., New York.
Chas. Weiland, New York.
Kitchen Cutlery.
Goodell Co. Antrim, N. H.
Knife Sharpeners.
Pike Mfg. Co., Pike, N. H.
Knives (Electric Silver).
M. S. Benedict Mfg. Co., East Syracuse, N. Y.
Ladders.
Berger Bros. Co., Philadelphia.
Lamps, Bicycle.
John H. Graham & Co., New York.
Lanterns.
Hurwood Mfg. Co., Bridgeport, Conn.

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Lard Presses.
Enterprise Mfg. Co. of Pa., Philadelphia.
Lawn Fences.
Adams Steel & Wire Works, Joliet, Ill
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, Ohio
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Lawn Rakes.
Geneva Tool Co., Geneva, O.
Lawn Mowers.
Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Clipper Lawn Mower Co., Dixon, Ill.
Coldwell Lawn Mower Co., Newburgh, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Lawn Tools.
Geneva Tool Co., Geneva, O.
Lead Pencils.
Joseph Dixon Crucible Co., Jersey City, N. J.
Lemon Squeezers.
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
John Sommer's Son, Newark, N. J.
Letter Boxes.
Taylor & Boggis Foundry Co., Cleveland, O.
Levels.
Stanley Rule & Level Co., New York.
L. S. Starrett Co., Athol, Mass.
Light Gray Iron Castings.
Taylor & Boggis Foundry Co., Cleveland, O.
Liquid Fillers.
E. E. Nice, Philadelphia, Pa.
Locks and Knobs.
John H. Graham & Co., New York.
Sargent & Co., New York and New Haven, Conn.
Lubricants.
Joseph Dixon Crucible Co., New York and Jersey City, N. J.
Machinists' Tools.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Walworth Mfg. Co., Boston, Mass.
Magnolia Metal.
Magnolia Metal Co., New York.
Mail Boxes.
Vermont Slate Co., Zanesville, Ohio.
Smith Bros. Mfg. Co., Indianapolis, Ind.
Blick, Williams Co. Indianapolis, Ind.
Mallets.
John Sommer's Son, Newark, N. J.
Stanley Rule and Level Co., New York.
Manufacturers' Agents.
John H Graham & Co., New York.
Robert Murray, New York.
Manure Forks.
American Fork and Hoe Co., Cleveland' O
Geneva Tool Co., Geneva, O.
Manure Hooks.
Geneva Tool Co., Geneva, O.
Mats and Matting, Rubber.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
Measuring Pumps.
Enterprise Mfg. Co. of Pa., Philadelphia
Measuring Tapes.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
Keuffel & Esser, New York.
Meat Choppers.
John Chatillon & Sons, New York.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Meat Cutters.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Metal Ceilings.
Northrup, Coburn & Dodge Co., New York, N. Y.
Metal Side Walls.
Northrup Coburn & Dodge Co., New York, N. Y.
Mills, Coffee and Spice.
The Wm. Bayley Co., Springfield, O.
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Philadelphia.
Lane Bros. Co., Poughkeepsie, N. Y
Mills, Drug.
Enterprise Mfg. Co. of Pa., Philadelphia.
Mincing Knives.
Enterprise Mfg. Co. of Pa., Philadelphia.
John H. Graham & Co., New York.
Molasses Gates.
Taylor & Boggis Foundry Co., Cleveland, O.
Sargent & Co., New York.
Mop Wringers.
Beech Novelty Co., Mansfield, Ohio.
Mop Wringer and Bucket.
Eagle Cooperage Works, Circleville, O.
Mowing Machine Oilers.
American Tube and Stamping Co., Bridgeport, Conn.
Nails.
Fuller Bros. & Co., New York.
Nail Sets.
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
L. S. Starrett Co., Athol, Mass.
The H. H. Mayhew Co., Shelburne Falls, Mass.
Hurwood Mfg. Co., Bridgeport, Conn.
Needles.
Alfred Field & Co., New York..
Nettings.
I. E. Palmer, Middletown, Conn.
Nippers.
Alfred Field & Co., New York.
L. S. Starrett Co., Athol, Mass.
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Cushman & Denison, New York.
Nuts.
Columbus Bolt Works Columbus, O.
Garland Nut & Rivet Co., Pittsburgh, Pa.
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J. E. Bolles Iron and Wire Works, Detroit, Mich.
Oilers.
American Tube and Stamping Co. Bridgeport, Conn.
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Vermont Slate Co., Zanesville, Ohio.
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Taylor & Boggis Foundry Co., Cleveland, O.
Ornamental Iron Work.
The Wm. Bayley Co., Springfield, O.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
J. E. Bolles Iron & Steel Works, Detroit, Mich.
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Ox Yoke and Bows.
American Fork and Hoe Co., Cleveland O.
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Perforated Metals.
Edwin B. Stimpson & Son New York.
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John Chatillon & Sons, New York.
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Pokers (Alaska).
Troy Nickel Works, Albany, N. Y.
Polish, Stove.
Joseph Dixon Crucible Co., Jersey City, N. J.
Polishes, Liquid.
Geo. W. Huffman, Indianapolis, Ind and New York.
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Geo W. Huffman, Indianapolis, Ind. and New York.
Postal Scales.
Pelouze Scale & Mfg. Co., Chicago, Ill.
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Potato Hooks.
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Piqua Bracket Co., Piqua, Ohio.

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Luther Boardman & Son, East Haddam Conn.

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Enterprise Mfg. Co., Akron, Ohio.

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J. E. Bolles Iron and WireWorks Detroit, Mich.
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F. B. Shuster Co., New Haven, Conn

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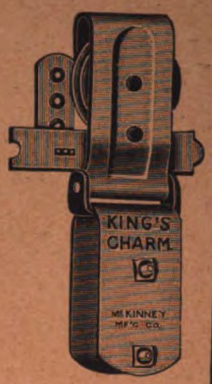
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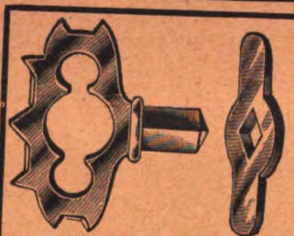
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